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# International Commerce

THE UNIVERSITY OF MICHIGAN
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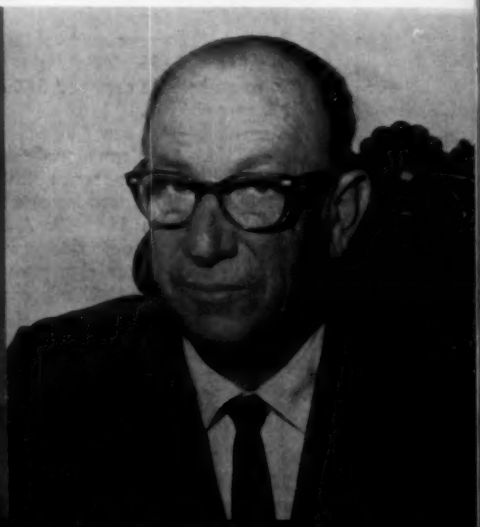
PERIODICAL READING ROOM

March 18, 1963

CHIARI, *Panama*

VILLEDA, *Honduras*



ORLICH, *Costa Rica*

RIVERA, *El Salvador*

SOMOZA, *Nicaragua*

YDIGORAS, *Guatemala*

# Business Bulletins *from around the world*

**ALGERIA**—Simca and Fiat-Turin to build plant for assembling tractors and other agricultural equipment. Algeria has 75% ownership. Initial production to be 2,500 tractors annually.

Air Algerie has become national airline, with Government holding 51% capital control.

**ARGENTINA**—Government officials and International Monetary Fund negotiating team now in Buenos Aires announced agreement in principle which may permit renewal of 1962 stand-by agreement.

Official statistics indicate Argentina produced 128,852 automotive vehicles in 1962, 6.7% drop from 1961's 138,099 units. Passenger-automobile production rose 16% while light utility vehicles and trucks dropped 24% and 48%, respectively.

**AUSTRIA**—American leaf-tobacco imports expected to reach 30-33% of total 1962-63 tobacco imports, compared to 25% in 1961-62. Austrian Tobacco Monopoly officials foresee increased sales of filter cigarettes with high proportion of U.S. tobacco.

American Optical Co. recently purchased controlling interest in Vienna's C. Reichert Optische Werke AG, maker of microscopes. New venture looks to extensive technical cooperation between firms.

**CEYLON**—British and American oil companies in Ceylon face additional operating problem in form of new price ceilings on imported crude and refined petroleum products. These prices not to exceed 5% of concessional prices now paid by Government's Ceylon Petroleum Corporation on imports from USSR, elsewhere.

**ITALY**—Preparations for building 7-mile Frejus tunnel linking Bardonecchia, Italy, with Modane, France, are in advanced stage and lack only formal agreement between governments for go-ahead signal. Estimated total cost is $22.5 million.

Five loans totaling about $7 million to assist in construction and expansion of secondary industries in Puglia, Campania, and Abruzzi have been extended by European Investment Bank. Industries include: cement plant in Bari, tanning factory in Pescara, new brewery in Taranto, brick factory in Benevento, and new fruit and vegetable dehydration plant in Caserta.

Parliament extends law granting Government financial assistance to Italian film industry. Subsidy provisions to remain in force until enactment of new legislation, but in no event beyond June 30, 1964.

**NIGERIA**—Desirability of establishing large-scale fertilizer and agricultural-insecticide industry will be subject of feasibility study by L. H. Manderstan & Partners of London. It is believed natural gas and oil resources will serve as sound basis for nitrogenous fertilizers, while phosphate rock deposits can be used for making phosphatic and compound fertilizers.

Nigerian Broadcasting Corporation expanding and improving facilities. New medium-wave and short-wave stations to provide adequate radio coverage for entire country within 5 years. Seventeen radio transmitters now cover major cities, and there is 1 television station in each of Nigeria's 3 regions and Federal area, Lagos. High-power transmitters and relay stations planned for Eastern and Northern Nigeria.

Central air conditioning to be installed this year in Federal Palace Hotel in Lagos to replace window units used since hotel opened in 1960. All of 110 rooms and suites in Mainland Hotel being refurbished, new laundry being installed, and public rooms being modernized. New 7-story 80-room hotel, with open-air swimming pool, to open in Kaduna.

**NORWAY**—Export Finance Institute organized by commercial banks has already utilized $2,820,000 fund established for loan purposes, press reports.

**PHILIPPINES**—Mindanao Portland Cement Co., in agreement with Ideal Cement Co. of Denver, Colo., to receive $1.4 million loan against option on stockholdings, Philippine-American Chamber of Commerce reports. This new type of joint venture, designed to help relieve acute cement shortage in Philippines, makes technical, managerial, and financial facilities of American firm available, in exchange for loan convertible to investment against option of 40% of Philippine firm's stockholdings.

**UAR (EGYPT)**—Ralph Parsons & Co. awarded contract for feasibility study of Mariut Land Reclamation Project near Alexandria.

Aero-Services Ltd., in agreement with General Organization for Execution of the 5-Year Industrial Plan, to conduct economic-feasibility survey and preliminary design work connected with project for building railroad between Baharia Oasis iron ore deposits and Egyptian Iron and Steel Co. in Helwan, near Cairo.

**URUGUAY**—Permanent cooperative association, Organization of Cooperatives of America (O.C.A.), is working to promote cooperative movement after being set up at February 4-10 Montevideo assembly attended by delegates from United States, Canada, Puerto Rico, and 13 Latin American nations. San Juan, Puerto Rico, is headquarters for next 2 years, Chile to be site in following 2 years. Conference also created Inter-American Cooperative Finance Institute (IIFCO), with headquarters in Washington, for providing vehicle through which loan capital for development of cooperatives may be channeled.

**WEST GERMANY**—Ex-Cell-O GmbH, at Eislingen, southwest Germany, subsidiary of Excell-O Corp. of Detroit, Mich., concludes license agreement with Burgmaster Corp., Gardena, Calif., for making Burgmaster drills in Germany.

Talley Corporation, Newbury Park, Calif. (parts manufacturer for U.S. aircraft concerns), sets up office at Wiesbaden to handle sales of Talley products in Europe.

Ruhr coal and steel concern, Huettenwerk Oberhausen AG (HOAG), at Oberhausen, acquires license from Lukens Steel Co., Contesville, Pa., for making special clad-sheet steel. HOAG to have sole rights to Lukens process in European Common Market.

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## the cover

. . . features the 6 Central American heads of state with whom President Kennedy is conferring in San Jose, Costa Rica. The economic advancement of the region through the Alliance for Progress and the Central American common market are expected to receive prominent attention during the 3-day talks. Pages 2-22 contain authoritative reports by commercial personnel discussing the area's economic hopes, record, and prospects. Pictures by Worldwide Photo.

# International Commerce

*formerly* FOREIGN COMMERCE WEEKLY

March 18, 1963 — Volume 69, Number 11

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HIGHWAYS, COFFEE: Above, new office building and store of Costa Rica Machinery Co. in suburb of La Uruca, San Jose, is on highway which will link capital city with Costa Rica International Airport. Below, Salvadoran girl picks coffee "cherries," backbone of her country's economy.

# Seven Presidents meet in Costa Rica

President Kennedy is scheduled to attend the first meeting of a 3-day session in San Jose, Costa Rica today (March 18th) with the Presidents of six Central American countries.

The visit is in response to an invitation extended several months ago to President Kennedy to join in a meeting of the six Chiefs of State of the Isthmian region.

The Presidents are expected to review matters of common interest including advances being made and problems being encountered under the Alliance for Progress, particularly with respect to the movement toward economic integration.

The five Central American Republics associated themselves several years ago in the Organization of Central American States, and have more recently concluded a series of economic integration treaties which include provisions for creation of a Central American Common Market by 1965. Panama, while not a member, has been invited to participate in the integration movement.

The six Presidents with whom President Kennedy will meet are:

President Francisco Orlich of Costa Rica

President Miguel Ydigoras of Guatemala

President Julio A. Rivera of El Salvador

President Ramon Villeda of Honduras

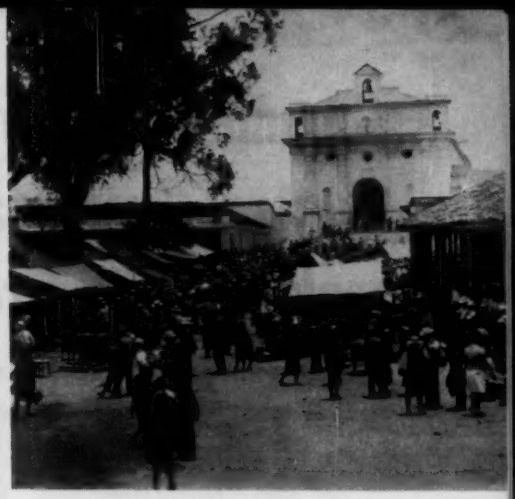
President Luis Somoza of Nicaragua

President Roberto F. Chiari of Panama

The President-elect of Nicaragua, René Schick, is also expected to attend.

It is expected that the meeting of the seven Presidents will add impetus to the Central American economic integration movement. In the opinion of most observers the movement holds the most promise towards insuring economic and social development in that area. The countries involved, have, by themselves only limited development possibilities. Jointly, economists say, a viable regional economy is possible.

Once a Central American Common Market is firmly established and fully operative, it is expected that other countries will seek association, as Panama is already doing. As new members are added, the benefits will be extended outside the immediate confines of Central America. The announced objectives of the U.S. promoted Alliance for Progress will thus be most effectively achieved.



GUATEMALA: (Top, bottom), outdoor markets; (center), hardwood logs for conversion to boards.

MODERN HEADQUARTERS: (Left) Central Bank of Honduras; C.A. Bank for Economic Integration.

# Common market for five Central American nations makes rapid progress

## Economic integration virtually complete when Costa Rica ratifies treaty; protocol will solidify external tariff

By RICHARD P. RICE
*American Republics Division*
*Office of International Regional Economics*

The Central American common market, comprising Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica, has progressed with exceptional rapidity.

RICHARD P. RICE

Creation of the five-nation internal market, with free duty status accorded most goods of Central American origin, will be virtually complete when Costa Rica ratifies the General Treaty of Central American Economic Integration.

The signing of the Protocol of San Jose, or Third Protocol to the Central American Agreement on the Equalization of Import Duties (*Foreign Commerce Weekly*, Oct. 23, 1961, p. 31), when ratified, will solidify the Central American external tariff.

A Central American Convention of Fiscal Incentives to Industrial Development, which provides equal incentives to potential investors in the Central American Isthmus, also will be established for all countries.

### Internal market

Although Costa Rica signed the General Treaty on July 23, 1962, the annexes, which include a series of bilaterally negotiated lists of commodities subject to trade restrictions, were concluded during the Fourth Meeting of the Economic Cooperation Committee of the Central American Isthmus on November 16. Only recently has Costa Rica made these lists available. This is the latest step taken by Costa Rica toward complete membership in the Central American Common Market. Final entry will require ratification by Costa Rica of the entire set of treaties and protocols.

The General Treaty has been operative for Guatemala, El Salvador, and Nicaragua since June 3, 1961, and for Honduras since August 16, 1962. When fully operative the General Treaty will contain as annexes 10 bilateral agreements which exclude a number of commodities of Central American origin from immediate participation in the free trade arrangement. The four recently negotiated lists contain those products excluded from free trade between Costa Rica and each of the other four members. All other items may be freely traded. The lists of products excluded will become legal upon ratification by Costa Rica and the other countries concerned and will be retroactive to June 4, 1961, the effective date of the General Treaty.

Products included in the excepted lists consist mainly of items produced within the Central American area and include such commodities as food products, textiles, apparel, certain leathers, and chemicals. For the most part, however, duties on these items will be gradually eliminated within 5 years, and in certain areas a few items will be subject to negotiation of a special agreement. Tariffs on these items, which include coffee, cotton, sugar, and wheat flour, may remain in effect beyond June 1966, the deadline for full realization of the common market.

### Quotas, other restrictions

With Costa Rican accession to the General Treaty, a system of gradually increasing quotas on a number of commodities excepted from free trade was utilized. For example, the bilateral agreement between Costa Rica and Guatemala provides that rice, corn, and black beans are each subject to a basic annual import quota of 50,000 quintals (1 quintal = 101 pounds) for each of the two countries. Beer is subject to a country quota of 180,000 liters which will progressively increase to 350,000 liters by the fifth year. After the fifth year, there will be complete free trade in this item. Other products subject to quotas include salt, soap, detergents, cigarettes, jute, henequen and kenaf bagging, and cement. Finished cotton textile products, however, are subject to progressively declining preferential duties. By June 1966 there will be free trade in these items.

Similar, although not identical, restrictions were placed on trade between Costa Rica and the other members of the common market. For example, trade in common beef cattle between Costa Rica and Nicaragua is subject indefinitely to import and export control. In addition, Costa Rican-Nicaraguan commerce in fresh, refrigerated, or frozen beef and pork, chicken, sausage, eggs, vegetable juices, beer, margarine, paints, soaps, detergents, and some textiles and wearing apparel is subject to progressive duty reductions culminating in free trade.

### Direction of trade

Costa Rica's entrance into the common market will add purchasing power potential to the common market, will permit more local investment in manufacture of products to substitute for imports, and will also be a spur to greater specialization within the area. Costa Rica's entrance is regarded as constituting a vital factor in developing "economies of scale" for industries which, because of the size of investment, require a market at least equal to that of all of Central America. Finally Costa Rica's entrance has been cited as likely to accelerate intra-regional trade which, although comparatively small, has grown remarkably.

Both imports and exports among the five countries rose in absolute terms and in percentage terms between 1957 and 1961 in spite of wide fluctuations in total imports and exports during these years. Considerable strength, therefore, appears in this trend, which should be reinforced by further cohesiveness of the common market. While this trend may in part be attributable to the impetus stimulated by

### the author

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**Table 1.—Total Intra-Central-American Republics trade, 1957-61**

[In thousands of dollars; imports, c.i.f.; exports, f.o.b.]

| Country | 1957 | | 1958 | | 1959 | | 1960 | | 1961 | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Imports | Exports | Imports | Exports | Imports | Exports | Imports | Exports | Imports | Exports |
| Guatemala | 1,843 | 2,589 | 2,281 | 2,978 | 3,109 | 4,231 | 7,579 | 4,904 | 8,854 | 8,565 |
| El Salvador | 8,677 | 6,328 | 10,504 | 8,221 | 12,489 | 10,519 | 14,291 | 12,292 | 14,663 | 15,032 |
| Honduras | 2,398 | 5,983 | 4,008 | 6,615 | 4,506 | 7,931 | 5,312 | 8,078 | 6,355 | 9,024 |
| Nicaragua | 2,755 | 1,184 | 2,721 | 1,419 | 4,016 | 4,287 | 2,776 | 2,527 | 2,877 | 1,803 |
| Costa Rica | 883 | 1,144 | 1,032 | 1,784 | 3,819 | 1,871 | 3,514 | 2,420 | 4,045 | 2,188 |
| Total Intra-Central-American Republics trade | 16,556 | 17,228 | 20,546 | 21,017 | 27,939 | 28,839 | 33,472 | 30,221 | 36,794 | 36,612 |
| Central American Republics world trade | 516,794 | 465,773 | 500,675 | 455,151 | 464,882 | 434,500 | 504,688 | 452,907 | 495,779 | 449,707 |
| Percentage of Intra-Central-American Republics trade to world total | 3.2 | 3.7 | 4.1 | 4.6 | 6.0 | 6.6 | 6.6 | 6.7 | 7.4 | 8.1 |

Sources: Official trade statistics of the various countries.

the common market, other factors, including diversification of agriculture, gradual industrial development of the region, and improvement of transportation facilities, such as the Inter-American Highway, have also contributed to expansion of trade.

## External tariff

The protocol of San Jose is the latest in a series of agreements creating an external tariff surrounding Central America. The external tariff to date has been applicable to about 50% of the items in the uniform Central American tariff schedule. That is, products entering the Central American market under the equalized duties pay the same rates whether they enter Guatemala, Honduras, El Salvador, or Nicaragua. Costa Rica to date has not ratified agreements creating the external tariff, although ratification is expected in early 1963. After passing the tariff barrier in one country, imported products may be distributed freely in any of the other countries.

With advent of the Protocol of San Jose, coverage will be raised to 95.5% of all items. Since signing of the basic document, agreement on equalization of 1,220 tariff headings has been reached. There remain only 56 tariff classifications pending equalization. The Central American Governments have committed themselves, in the Protocol of San Jose, to equalize the remaining items within a maximum period of 1 year, from the effective date of the protocol.

Of the 1,220 tariff headings currently equalized, about 1,080 items are subject to immediate equalization; the remaining items are subject to gradual equalization. Duties on those items in the latter group will be equalized within a period not exceeding 5 years from entry into force of the new Protocol. The document becomes effective 8 days after deposit of ratifications of three signatory countries (and only for these countries). The document becomes effective for the remaining countries upon deposit of ratifications.

The Costa Rican Government has indicated that it will press for ratification of all documents creating the external tariff. The effect of these ratifications will be the virtual completion of the common tariff both as to products covered and inclusion of all five Central American countries as originally envisaged in 1959, the date of signature of the original convention.

A chapter in the Protocol of San Jose deals with a special system of import quotas for powdered milk products. Although specific quotas have not yet been determined, the quotas will be fixed in such a way that total Central American production plus imports will assure satisfaction of the demand for powdered milk existing in the market of each of the member countries. The amount of the quotas will be fixed with reference to the commercial consumption of each country. The quotas, of a noncumulative character, must be utilized within the periods for which they are authorized.

The Executive Council of the General

CENTRAL AVENUE: Lined with shops, this busy street in Panama City reflects the expanding markets in a country which imports from some 75 nations; U.S. share is about 50% (Braniff Airways photo.)

Treaty will continue to fix import quotas even when Central American production is sufficient to cover the total needs of the regional market. These quotas cannot be greater than 15% of the commercial consumption of powdered milk in each country.

## Dumping

The Protocol of San Jose also deals with unfair competition with respect to commodities imported from outside the region that might harm Central American production. Account was taken, particularly, of importation of commodities at prices lower than their normal value and of export subsidies. The Protocol states that member Governments will bring such cases before the Executive Council which will confirm the existence of such a practice. A countervailing duty of US$100 per gross kilogram plus 100% of the c.i.f. value will be imposed on such commodities in addition to any other measures upon which the Council may decide.

## Investment incentives

A uniform industrial incentives law was also signed at the July San Jose meeting which, when ratified, will provide identical inducements to investors in each of the Central American countries.

Under this agreement, specific benefits of a national character are provided to specified categories of industry. Benefits which may be granted by municipal or local authorities are not affected. No incentives are provided to industries engaged in extraction of minerals, petroleum, or natural gas, to service industries, or those in forestry and lumbering, fishing, agriculture, or construction of low-cost housing. For the latter, concessions may be given for construction materials when Central American substitutes are not adequate as regards quality, quantity, and price.

Eligible for benefits under the Convention are those firms which "utilize modern and efficient processes of fabrication in transformation of raw materials and semimanufactured projects, produce articles necessary for development of other productive activities, satisfy basic needs of the population, replace articles being imported in considerable quantities, or increase the volume of exports." In evaluating the contribution of these firms to economic development, account will be taken of the value added in the industrial process, the contribution to greater utilization of national or regional raw materials or semimanufactured goods and the use of other factors of production of Central America.

Enterprises which fulfill these conditions will be classified in three groups. Classified in group A will be those firms which produce industrial raw materials or capital goods or produce articles of consumption, packaging, or semimanufactured products, provided that at least 50% of the total value of the raw materials, packaging and semimanufactured products utilized are of Central American origin.

Firms classified in group B include those which produce articles of consumption, packaging materials or semimanufactured products; provide important net benefits in the balance of payments; contribute a high value added to products in the industrial process; and, utilize entirely, or in a high proportion (in terms of value), non-Central American raw materials, packaging and semimanufactured products.

Included in group C are those firms which do not satisfy the requirements indicated for groups A and B, or which simply assemble, pack, cut, or dilute products. Also classified in group C are those which produce alcoholic and nonalcoholic beverages, manufactured tobacco products and perfumery, cosmetics, and toilet preparations (except soaps and dentifrices).

Firms in groups A and B also will be subclassified as pertaining to new or existing industries. Classified as new will be those which manufacture articles not produced in the country or which are produced by rudimentary methods of manufacture provided that the firm "fills an important part of the unsatisfied demand in the market of the country and introduces radically different technological processes of manufacture which change the existing structure of industry and lead to an improvement in productivity and a reduction in costs." All other enterprises not included above will be classified in the group of existing industries.

Benefits to be granted to qualifying firms by the Central American Governments include total or partial exemption from customs duties and other related charges (including consular fees but not charges for specific services) for articles needed for operation of the firm (when Central American substitutes are not available) including machinery and equipment, raw materials, semimanufactured products, packaging and fuels (the latter being strictly for the industrial process) except gasoline. Exemption also is provided from income and profits taxes with respect to revenues derived from qualified activities. The exemption will not be granted when these enterprises or their owners are subject in other countries to taxes which would make this exemption ineffective.

Exemption from taxes on assets and on net worth payable by the firm or its owners or stockholders by reason of qualified activities is also provided.

Fiscal benefits granted to firms classified in groups A and B are shown in table 2. Only exemption from import duties on machinery and equipment for 3 years is granted to firms classified in Group C.

The Central American countries agreed in the Convention to coordinate their policies of granting fiscal privileges and

**Table 2.—Benefits granted under Central American fiscal incentives agreement**

| *Fiscal benefits* | *Group A* | | *Group B* | |
|---|---|---|---|---|
| | *New* | *Existing* | *New* | *Existing* |
| Exemption from import duties on: | | | | |
| Machinery and equipment | 10 years | 6 years | 8 years | 5 years |
| Raw materials semimanufactures packaging | First 5 years, 100%; following 3 years, 60%; and last 2 years, 40%. | None | First 3 years, 100% and last 2 years, 50%. | None |
| Fuels, except gasoline | 5 years | None | First 3 years, 100% and last 2 years, 50%. | None |
| Exemption from income and profits taxes | 8 years | 2 years | 6 years | None |
| Exemption from taxes on assets and net worth | 10 years | 4 years | 6 years | None |

exemptions to preventing "competitive disparity" which obstructs or distorts Central American trade.

Firms which propose to establish plants to manufacture products already being produced in one or more Central American countries, but not in others, may be classed in the latter as new industries with the corresponding benefits. However, application of this Agreement in so far as it refers to the qualification and classification of industries will be on an entirely Central American basis at the latest by the end of the seventh year from the effective date of the Agreement. When the classification of a firm is thus made on a Central American basis, a government will not be able to grant new industry status to firms which propose to produce items which compete with products already being made in other Central American countries.

Enterprises which, upon entry into force of the Agreement, are enjoying fiscal exemption by virtue of national laws, will have the right to be reclassified under the new Agreement within 6 months. They will receive the classification corresponding to them and will be granted the stipulated benefits, minus those which have been utilized under national legislation.

The Central American Convention on Fiscal Incentives to Industrial Development will enter into effect 8 days after the date of deposit of the fifth instrument of ratification.

## Latin importers' U.S. debts at lowest level in 2 years

The outstanding draft indebtedness of Latin American importers to U.S. exporters declined in January to the lowest level since February 1961, according to the Federal Reserve Bank of New York. The debts of these importers decreased in 19 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 large commercial banks.

U.S. exporters drew $21.8 million of new drafts on Latin American importers during January, while $38.2 million of drafts were paid by importers, reducing total drafts outstanding to $201.8 million at the month's end.

Importers in Venezuela decreased their draft indebtedness by $5.3 million to $38.7 million, the lowest since October 1960; a decline of $3.9 million in Peru's indebtedness cut its debts to $10.5 million; and Argentina's indebtedness was reduced by $1.7 million to $23.1 million. Changes for the other countries were small.

# Two new protocols further define economic cohesion

### C.A. Ministers take steps on integration industries, common external duties

Two protocols which are important in further defining the Central American economic integration movement resulted from the January meeting in San Salvador of the Ministers of Economy of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua.

The first of these is the long awaited Protocol to the Convention on the Regime of Central American Industries of Integration. The Convention signed by representatives of the five countries in Tegucigalpa on June 10, 1958, awaits ratification by Costa Rica to become effective.

Widespread differences on the interpretation of the monopoly provisions in the Convention already exist. The Convention declares that Central American integration industries will be those which, in the judgment of the Commission established by the Convention, require access to the Central American market to operate in reasonably economic and competitive conditions by reason of their size. Each country is to have one integration industry before any country can have a second, and the Convention will enter into effect upon deposit of ratification by all five countries (FOREIGN COMERCE WEEKLY, Nov. 23, 1959, p. 20).

### Opinion divided

Business community opinion is divided on the provision that products of plants identified as Central American integration industries are to enjoy free trade between the territories of the contracting States, whereas products of plants in the same field but not identified as integration industries will pay the common external Central American import duties in other Central American countries. These duties are to be successively lowered by 10% annually until, at the end of 10 years, they too will enjoy free trade.

Opponents declare that if the Central American market will support only one plant or industry in a given field, the free market forces will determine this. Cumbersome machinery is set up under the Regime for administration of these integrated industries which raises serious doubt as to whether this type of instrument is effective for further industrialization of the region, and whether, in fact, it is not actually counterproductive. With establishment of special privilege industries, in the end, the consumer will be the loser.

The General Treaty of Central American Economic Integration, signed in December 1960, provided for free trade within 5 years among the 5 signatories for all their products except those enumerated in a List to the Treaty, and State monopolies. This seemingly made no provision for industries of integration, and for a time, Central American integration industries were thought to have been put aside.

### Two industries designated

Action on the integrated industries Convention was, however, felt to be required by the terms of the Convention itself, which called for an implementing protocol. At best, this is a temporary phenomenon for it is envisaged that eventually all or no industries will be designated in this fashion. The protocol, signed in San Salvador on January 29 and effective when ratified by three countries, designates two Central American industries of integration: caustic soda and chlorated insecticides, and tires and tubes. Beneficiaries will be the GINSA tire plant in Guatemala and the proposed caustic soda and chlorated insecticide plant in Nicaragua.

The Protocol specifies that benefits of the Convention cannot restrict nor limit commercial interchange of goods already being carried out within the scope of the General Treaty of Economic Integration. In an apparent contradiction of the privileged industry concept, provision is made for incorporation at some future date of additional manufacturing plants to the integration industries regime, to be effected through the Executive Council and subject to the same obligations with regard to prices, quality, and guarantee of supply and proportion of Central American capital as provided in the Protocol for the first plant.

Signatories agreed to adopt uniform external import duties on chemicals and tires which would be produced by the integration industries within 30 days after the date the Permanent Secretariat notifies the Member States that the initial productive capacity of the integration plants is that indicated in the relevant protocol and that their products comply with quality standards.

A special system for encouragement of

productive activities to establish new industries of particular interest for economic development of the region under the General Treaty is provided for in the Protocol.

Special import duties are to apply to sheet glass, glass containers and bottles, handtools for artisans, machetes, and lamps and bulbs, when Central American production of them will satisfy at least 50% of the regional demand. New products may be added in later Protocols. Industrial activity benefiting from these special provisions will not benefit from the integrated industries Convention, and integrated industries are not eligible for similar special import duties.

### Import duties modified

Common external import duties were modified by a Protocol—signed January 29—to the 1959 Central American Convention on the Equalization of Import Charges. The new Protocol modifies 10 duties agreed upon in earlier Protocols, and creates 6 new tariff items. Six items were immediately equalized which previously had been subject to gradual equalization over a period of up to 5 years.

Generally minor changes affected some animal feeds, yeast, artificial fiber thread, glazed tile and mosaics, and reinforcing rod, beam, and plates. The new Protocol, to enter into effect when three countries have deposited their instruments of ratification, is interpreted as a demonstration of the continued interest of the five countries in accelerating the achievement of a Central American common external tariff by June 1966.

### Resolutions adopted

Fifteen resolutions were adopted by the Ministers at San Salvador. Two of them recommended adoption of the protocols signed at the meeting. To accelerate existing agreements to reach a customs union by 1966, it was recommended that temporary exceptions to free intra-Central American trade be reviewed for earlier equalization.

Joint negotiation was recommended with regard to commercial relations with other countries, especially neighboring countries or regions, and regional coordination of national development plans was advocated.

A program of basic investigation to select and evaluate industrial development possibilities and study their economic viability was proposed with the cooperation of United Nations and Central American institutions. A labor study was also to be requested.

# Costa Rica good market for variety of U.S. items; sales effort needed

**Country's partnership in Central American economic integration will help U.S. businessmen develop broader internal market; ratification on agenda for consideration by assembly now convened**

By JAMES MAISH, JR.
*Commercial attache*
*U.S. Embassy, San Jose*

Costa Rica continues to be a good market for many types of U.S. goods, particularly products required for the country's developmental effort. Restrictive import policies of the Central American member countries, however, coupled with competition from third-country suppliers, will call for increasing and sustained effort from U.S. exporters.

JAMES MAISH, JR.

U.S. businessmen and potential investors have expressed much interest in Costa Rica's intentions with regard to the Central American common market. One of the underlying motives for this interest is to complete the area market picture for a given product, or to consider Costa Rica as a possible site for manufacturing and distribution facilities.

Incorporation of Costa Rica into full partnership in the Central American common market as well as into the framework of a uniform regional tariff will assist U.S. businessmen greatly in development of a broader internal market. Costa Rica's entrance is expected to accelerate the rhythm of intraregional trade. It is regarded as a vital factor in the hoped-for establishment of industries which because of the size of investment and production capacity require a market at least equal to that of all Central America.

The estimated population of Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica is 13 million with an area of about 203,000 square miles.

Ratification of the General Treaty of Central American Economic Integration, Annex A to this agreement, and other related conventions by the legislature of Costa Rica (see preceeding article in this issue) will mark this country's entry into the Central American common market. These treaties and conventions are on the agenda for consideration by the legislative assembly of Costa Rica now convened. Annex A of the General Treaty provides for temporary restrictions—both tariff and quotas—on specific products which if made immediately subject to regional free trade, would cause injury to existing producers. In most instances, however, these specially treated items are to be free-traded by the end of 5 years from the effective date of the treaty.

No short-term adverse effect is expected on U.S. exporters as these restrictions generally apply to products similar to those already being produced in Costa Rica, and which, therefore, have been competing with U.S. exports. On the other hand, when the tariff barriers vis-a-vis the rest of Central America have been entirely eliminated on those products being produced in Central America in competition with U.S. exports, greater competition may be anticipated.

In addition, another basic document which Costa Rica still has to ratify is the Central American Convention on the Equalization of Import Charges which seeks to achieve a common external tariff on Central American imports from outside the region. Inasmuch as the duty rates in this country have been generally regarded as possibly the highest in the region, the net result should be a leveling off of duties on numerous items to the advantage of U.S. exports. In their appraisal of the tariff outlook in Costa Rica, U.S. exporters can apply the following rule-of-thumb: If duties in Costa Rica heretofore have been high on a specific product in relation to duties in the other Central American countries, a leveling-off reduction can be anticipated. On the other hand, if duties in this country have been low in comparison to those in some of the other Central American countries, an increase can be expected. The com-

### the author

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mon external tariff will approach the previous average for Central America as a whole.

## More revenue anticipated

In his 1963 budget presentation, the Minister of Economy of Costa Rica stated that the nation expects to collect more in customs revenue (about US$2 to $3 million) after the Central American common external tariff is in effect. This does not imply a general increase in tariff rates. Tariff experts explain that in making their calculations they expected an increase in volume of imports of those goods on which the rate would be lowered, and an increase in revenue while import volume remained constant on those products on which the rates will be increased.

## Import substitution seen

As Central American economic integration envisages an intensive effort by the countries to substitute imports with goods manufactured in the area, imports from the U.S. and other leading import trade markets are expected to be curtailed. U.S. exporters can expect adverse effects on their trade with Costa Rica resulting from the more favored customs treatment enjoyed by contracting parties to the Central American common market if competing products are in production or start being produced in Central America.

These effects will probably not be felt immediately but certainly so on a medium-term basis during which time it is expected that import substitution plants will enter into production. To survive the crucial period, U.S. manufacturers and exporters may find it expedient to go inside the barrier themselves and negotiate licensing arrangements for production of their product in Central America—of course, if economically feasible. In addition, tariff and quota barriers possibly will be created on more and more imports, and special tax benefits will be accorded to developing Central American industries.

## Long-run outlook favorable

This adverse outlook is somewhat tempered by a number of factors. In the long run the outlook should be more favorable, as a result of anticipated expansion in economic development which will create a demand for U.S. producer goods. Increased purchasing power in Central America may also increase the demand for more sophisticated U.S. consumer goods. In addition, there is a strong Costa Rican preference for high-quality well-known trade-name goods. For these reasons U.S. exporters should not write this market off, even though prices of their products are not competitive.

MODERN MARKETING: Food supermarket in residential area of San Jose. Increased purchasing power, free movement of trade in Central America may broaden demand for more sophisticated U.S. consumer goods.

Of intraregional trade, Costa Rica absorbs less than 10% of the import totals. This trade consists mainly of border trade in locally produced consumer goods. Some of these products include residual vegetable oil products and cottonseed oil from El Salvador and Nicaragua; beer and wines from El Salvador and Guatemala; fruit juices and candies from Guatemala. Costa Rica, in turn, ships to the other Central American countries such products as candies, tinned cookies and crackers, onions, vegetable cooking oils, margarine, paints, plastic products, and insecticides.

In the 9-month period January-September 1962, the total intraregional import trade of the five Central American countries amounted to US$35,485,000. Costa Rica's share of this total was $2,630,000 or 7.4% of intra-Central American imports. Of this amount, 55.3% was imported from El Salvador; 10.7%, Guatemala; 30.7%, Nicaragua; and 3.2%, Honduras.

Costa Rica's export trade with these countries in the same period amounted to $1,331,000 of which 61.8% went to El Salvador; 24.6% to Nicaragua; 7.4% to Honduras; and a comparatively low 6.3% to Guatemala.

Future trade growth in the region will depend on industrial expansion of manufactured goods and of locally produced processed materials. The unification process involves investment in expanded and new industries. For a healthier common market the area needs to increase intraregional trade in manufactured goods and lessen dependence on the few agricultural exports.

## Offers advantages

The Uniform Industrial Fiscal Incentives Law (see preceding article in this issue) is to encourage new industries as well as promote expansion of existing industries in the area. Potential investors will be interested to know that although Costa Rica's geographical location may not be as advantageous as that of some of its northern neighbors, this disadvantage is offset at least partially by the nation's history of political stability, stable currency, and a labor supply which is not only sufficient but also receptive to modern methods and specialized skills. The economy of Costa Rica lends itself to establishment of light manufacturing and service industries, particularly those utilizing the country's raw materials and labor force. At present as an investment incentive, and to encourage industrial development in the country, it is possible under certain conditions for essential industries to import machinery and fuel duty-free and obtain rebates on duties of raw materials used in manufacture of articles for export. In considering any move to establish an industry in Costa Rica, U.S. manufacturers should bear in

mind that such industrial operations which essentially consist merely of packaging, mixing, and/or cutting operations will get a hard look from the Government of Costa Rica before it commits itself to granting any fiscal benefits to such an enterprise.

Some existing industries in Costa Rica which now are looking to the Central American area for their future market are Fertica, chemical fertilizers; Kativo S.A., paints and detergents; Fabrica Nacional de Cemento, cement; Atlas S.A., commercial refrigerators; Canco S.A., tin and aluminum food containers; Galletas Pozuelo, cookies and candies; El Gallito Industrial, candies; and Numar S.A., margarine and vegetable cooking oils.

After the General Treaty has been ratified by Costa Rica and the country becomes a full-fledged member of the Central American common market, the expected free movement of Central American trade may yet find itself harassed from time to time because of differences in interpretation of some of the treaty provisions. There remain gaps, such as a lack of a uniform customs code and commercial code in the five countries, which hamper a harmonious dovetailing of trade movement. Also, the absence of a competent regulatory mechanism could result in discriminatory hindrances to the movement of goods which will be difficult to resolve expeditiously.

# Guatemala and C.A. common market: Significance to U.S. exporter

**Manufacturers may do well to examine this area now, in order to share in anticipated economic expansion**

By PAXTON T. DUNN
*Commercial officer, U.S. Embassy, Guatemala*

Guatemala's hope for raising its general standard of living—in the light of the existing low rate of economic growth and volatile political climate—lies in adherence to a healthy and steady development of the Central American common market.

Paxton T. Dunn

With an economy whose traditional heavy dependence on coffee, as the major export crop, has had an adverse effect on revenues to the Government and the country as a whole in recent years, it would seem that economic integration with the neighboring Central American countries could be a significant element in Guatemalan economic expansion. This is not to say that economic integration is a panacea to all Guatemalan problems. Integration should go a long way, however, to provide the psychological and physical impetus needed to restore confidence in the country's future.

The most obvious advantage of Central American economic integration is creation of a substantially larger market much more attractive to investors than the five individual economies of the member countries. Guatemala as the most populous country with substantial natural resources would stand to capture a large share of this hoped-for investment, if it organizes itself to meet the conditions necessary to attract investment.

U.S. manufacturers may find it wise to examine this market now in order to share in the anticipated economic expansion.

## Richly endowed

Guatemala has been more richly endowed by nature than most of its neighbors. Rational organization and marshalling of economic forces has not been essential to prosperity in Guatemala in the past. It is understandable, therefore, that Guatemala has much work ahead to create those conditions necessary to compete effectively in the present economic world.

Also responsible for the lack of a dynamic economy has been the political unrest of recent years in Guatemala. One of the prerequisites for attracting investment is a stable political climate. Without such a climate, no inducements will bring in the kind of private investment needed to provide a respectable rate of growth in the gross national product. During the past 3 years Guatemala's rate of growth in GNP has not kept pace with the annual population increase. This is true despite the fact that during these years the Government has had in effect an extremely liberal industrial development law. A considerable number of small primary industries have been established since 1960, but the cumulative investment has been relatively small.

The common market holds out for Guatemala, as well as for the other Central American countries, the hope that by joining together economically, the competition thus engendered will develop political responsibility.

Another result of the common market maybe an improvement in economic planning and organization within each country, and also on a regional basis.

The increased flow of investment into the region which should come as a result of the larger, unified market and the increased stability would undoubtedly help to expand economic opportunity in the area as a whole and create a higher standard of living. In recognition of the advantage that economic integration could bring to the Central American region, the U.S. Government has decided to give this movement its wholehearted support and to make it an integral part of the Alliance for Progress program. It has also been shown that grants and loans alone are not sufficient to achieve the goals set forth at the Punta del Este Conference, unless those conditions are created which will attract massive private investment.

The present Guatemalan Government has also recognized the overall advantages of creating the common market and has been one of the main motivating forces behind organization of the movement. When the original treaties, which had been signed in 1958, seemed doomed to failure in 1960, Guatemala took the initiative to reactivate the integration movement by joining with El Salvador and Honduras in a tripartite free trade agreement. This agreement has now been expanded and modified to include Nicaragua and Costa Rica. President Ydigoras, by putting the full weight of his Government behind the movement and by giving full support to the Guatemalan technicians and other officials responsible for drawing up the treaties, has been one

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of the guiding forces of the Central American common market.

### A double-edged sword

There are, nevertheless, certain dangers which must be faced by the U.S. exporter and investor, and by the region as a whole. It has been determined that part of the loss in the U.S. share of exports to Guatemala has been absorbed by increased intra-Central American trade. Local industries such as tires, shoes, paper, soaps and detergents, clothing, cotton textiles, paints, and construction materials have now expanded sufficiently to export within the Central American area. These are for the most part products formerly supplied directly from the U.S. at much lower prices. Whereas in 1950 intra-Central American trade represented less than 3% of total foreign trade for the region, this figure increased to over 7% by 1961.

It is to be expected that as the common market gains momentum, the trend toward industrialization will continue at an increasing pace and that the industrial products manufactured will be interchanged in an increasing volume. Statistics received from the other Central American countries indicate a continued rise in their trade with Guatemala.

The immediate loss in direct exports from the U.S. because of increased intra-Central American trade could well be compensated for if U.S. exporters are aggressive enough and remain competitive in the supply of the machinery, raw materials, components, and other products needed for the increased industrialization.

There is a definite need for U.S. manufacturers interested in the Central American market to adjust their drive to the new situation being created by the common market. Whereas the small size of each individual market formerly made it uneconomic to manufacture locally, many U.S. companies are now investigating the possibilities of establishing plants in the area. In view of high protective tariffs and the attractive fiscal incentives being granted in the area to new industries, now is the time to survey the market to determine if producing locally is the most efficient method of selling in the market.

### Exchange controls set

Imposition of foreign exchange controls by the Guatemalan Government in October of last year is a further example of a problem to be faced by exporters and investors in Central America. After an uninterrupted period of some 37 years without exchange controls, their establishment came as something of a shock. Until now the system has not had a significant demoralizing effect on foreign trade or investment, although repatriation of foreign investment funds and the recent rise in price of free market certificates required for purchase of exchange for nonessential imports are matters of potential concern. It is hoped that with the strengthening of common market institutions, unilateral moves such as the Guatemalan controls, will not take place without consultation with the other member nations. Fiscal policies may also have to be coordinated, thus lessening the danger of hasty decisions.

With the development of new industries in the area, there are bound to be many areas of conflict between importers and industrialists. Accusations of dumping similar to those made by the tire factory in Guatemala several years ago against U.S. tire producers and by the Guatemalan paper factory against Canadian and U.S. paper suppliers this year, resulting in temporary prohibitions of imports and the disruption of trade, will probably continue to occur. As the common market institutions solidify and important decisions are made more and more on a regional basis, accusations of unfair import practices will have to be well documented and possibilities of unilateral action by one government will be lessened.

Despite these dangers to exporters and investors, it would appear that the advantages outweigh the disadvantages as long as the economic integration movement develops along healthy lines. The disruptive political and economic actions of individual governments should be tempered by the cohesive force of the common market. The advantages of the enlarged market as an inducement to new investment should more than counter the adjustments which will have to be made by exporters and investors as Central America meets the challenge of the vast opportunities opened to them by the common market.

# Honduran business, alert to change, increases imports; U.S. share gains

**Trade figures for past 2 years confirm expanding needs of common market area, point to opportunities for also-alert U.S. exporters**

By ARNALDO BERENGUER

*Commercial attache*
*U.S. Embassy, Tegucigalpa*

The Honduran business community, anticipating ratification by that country's Congress of the treaties leading to a common external tariff, as early as the fall of 1961 began to increase imports of products on which higher duties would be levied. The considerable increase of over 10% in Honduran imports during the first 6 months of 1962 as compared to 1961, as well as in those of U.S. origin, confirms this trend.

ARNALDO BERENGUER

Although some U.S. suppliers of this market will be displaced by Central American producers as the area integrates, the common market will increase the opportunity for investment in Central America. Some U.S. firms may find it attractive to license the manufacture of their products in the area or establish branch plants; others probably will be forced to limit their sales to the high-priced quality dealers. The biggest opportunities, not immediate but inevitable with development, will be those grasped by the wide-awake firms who keep an eye on the constantly changing and expanding needs of a common market area which, based on trade figures for the past 2 years, shows promise of growing significantly.

U.S. engineering firms should play an important role in the planning and building of the new Central American economy. How big a part Honduras will play in this economic revolution cannot be established at present, but the awakening of its business community to new industrial activity is a barometer indicat-

### the author

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FOR U.S. PRODUCTS: An active representative covering Tegucigalpa and Southern Honduras, Quinchon Leon y Companio boasts a new $400,000 aluminum and blackstone front, five-story office building.

ing that this country will be working to improve its economic well being.

No doubt the new economic projects and industries fostered by the integration of Central America will, at each step, open new opportunities for U.S. business in the Area which may outweigh any business lost at this time.

Imports from outside the area should favor machinery of all types, transportation and construction equipment including automotive vehicles and tractors, chemical products, electrical and gas accessories and supplies, and refrigeration equipment.

## Intra-C.A. trade jumps

The Permanent Secretariat for Central American Economic Integration estimates that intra-Central American trade in 1962 will total $42 million, an increase of $5 million over 1961, and $32 million more than 10 years ago. Honduras and El Salvador appear responsible for about a third each.

Intra-Central American trade in 1961 jumped by an extraordinary $10 million. The increase is attributed to the effects of the 1960 Treaty of Economic Association of Guatemala, El Salvador, and Honduras, and the 1961 General Treaty of Central American Economic Integration among the same three, plus Nicaragua. The Permanent Secretariat for Central American Economic Integration estimates that in a few years this trade, soon to include Costa Rica, will represent 25% of the foreign commerce of Central America.

Honduras had always been in the forefront of the Central American movement to establish a common market between the States of the Isthmus, and in 1960 joined with Guatemala and El Salvador in the Treaty of Economic Association. Hesitant when the time came to ratify the General Treaty, however, the Honduran Congress did not ratify until March 7, 1962.

The delay reflected the sharp division in public opinion on the common market issue. The west and south agricultural areas, which already enjoyed close trade ties with the neighboring Republics, favored ratification; the north, which includes the country's industrial and import center, opposed it, fearing an influx of merchandise from more industrially advanced El Salvador and Guatemala. With time, realization that failure to ratify would leave Honduras economically isolated in Central America, plus ratification of Honduran membership in the Central American Bank for Economic Integration, opened the way to ratification of the Treaty.

Ratifications of the Treaty of Economic Association and the Agreement & Protocol on Equalization of Import Charges were deposited with the Organization of Central American States on August 16, 1962, when they became effective. The Agreement and Protocol cover over half the articles in the Honduran Customs Code, representing about 25% of 1960 Honduran imports, amounting to $18.5 million. Ratification awakened the business community to the realization that Honduras must make a rapid transition from its preponderately agricultural economy to one where industry will contribute materially to its development. Industrialization is indispensable if the country is to earn enough to pay for the manufactured goods, machinery, construction materials, motor vehicles, and other products it needs.

## Industrial loans

That the country is progressing is borne out by the Central American Bank, which states that applications for industrial loans from Honduras outnumber those received from any other Central American country. As of November 30, 1962, 27 of the applications, representing over $11.5 million, had been accepted for analysis; 10 have been studied. These include the following projects:

Doubling the capacity of the cement plant in San Pedro Sula, $1.5 million; a new slaughterhouse in Choluteca, $100,000; feasibility studies for a steel mill, $120,000; modernizing and expanding the soap plant in San Pedro Sula, $175,000; expansion of the candy factory in Tegucigalpa, $175,000; enlarging a women's shoe factory in Tegucigalpa, $112,000; enlarging the metal works in San Pedro Sula, $220,000; expanding the paper bag plant in Tegucigalpa, $50,000; additional working capital for the new chemical industry in Tegucigalpa, $175,000; and the first metal furniture factory in the Capital, $110,000. All of the industries named expect to export to the Central American market.

Important projects not included in the ten just named are those of the Fabrica de Hilados y Tejidos Rio Lindo, of Tegucigalpa, which seeks a loan of $1.5 million to build a new plant to produce ginghams, poplins, denim, and other materials; the $1.5 million cardboard box plant of Standard Fruit Co. in La Ceiba, on which work was started recently; and Cementos de Honduras' recent import of over $100,000 of machinery from the U.S. to manufacture asbestos cement roofing, piping, and tanks as of mid-1963. With these and other new and expanded industries, Honduras can look forward to greater economic activity.

## Agricultural development

Development of new agricultural production adds optimism to the Honduran scene. Significant events are the growing of Cuban-type cigar tobacco; cultivation of winter cucumbers for the U.S. market; and an Interamerican Development Bank-

financed cattle-raising program to develop bigger and better herds which should assure Honduras' five packers-for-export a continuous supply of animals.

Other agricultural developments include stepped up sugar production and improved methods which should make Honduras self-sustaining in this commodity; increased cotton planting and a new optimistic outlook for this industry; augmented production and exports of vegetable oils and lard by La Ceiba's important Blanquita plant.

Other industry plans are those of a U.S. plywood company to produce Honduran mahogany plywood for export to the U.S.; of the breweries of Central America for a factory in Honduras to manufacture bottles for the entire area; and a new plant in San Pedro Sula to manufacture and colo-print burlap and cotton bags for coffee, sugar, and flour. The last-named plant exported 15% of its first month's output and 1963 production is estimated at 2.5 million bags.

Certain factors are said to have held back Honduras industrially. • About half of the population, or 1 million inhabitants, live in rural areas cut off from urban centers by moutains. • There are practically no related industries on which a new industry can depend for semifinished articles to complete its product. • Skilled labor and experienced foremen are scarce. • Industrial electric power rates are exceptionally high.

None of these obstacles is actually insurmountable; some could be eliminated soon, in whole or part. In electric power, for instance, the scheduled July inauguration of the Canaveral-Rio Lindo hydroelectric plant will not only double the electric power generated in Honduras, but offer it at lower rates.

### Regional development studied

The policy of a regional approach to such matters as roadbuilding, education, and cadastral studies, may expedite the solution to one of Honduras' chief problems—more highways. Although this country has the second largest land area of Central America (43,277 sq. miles), it ranks third in road mileage (1,825), of which about only 10% is paved. Development of coordinated national economic programs and adoption of uniform industrial incentives laws would improve Honduras' position in relation to the rest of Central America. Regional plans to negotiate for more equitable treatment and prices for the agricultural products of Central America could greatly benefit Honduras.

The Minister of Economy and Finance of Honduras, Lic. Jorge Bueso Arias, recently said that as a result of the important free trade which has been developing in the area, a substitution of imported products by locally produced ones is taking place. This substitution tends to offset the adverse effects on the Central American economy of the drop in prices of its principal export products. He also pointed out that integration has made possible inauguration, although limited, of regional programs, especially infrastructure projects.

Honduran exports to the Central American area in the first 9 months of 1962 exceeded the total for the year 1961. Principal products were livestock, fruits, vegetables, grains, vegetable oils, and lard. Honduran imports from Central America are principally foodstuffs, manufactured articles including textiles, chemicals, and drugs. Honduran imports in 1961 from Central America reached $6.4 million, or about 9% of all imports, whereas exports to the area of $8.3 million constituted over 12.5% of the total.

Products subject to higher duty rates by the Equalization Agreement which have been important in the trade with the U.S. are fresh fruits, chewing gum, fruit juices, leather, cotton textiles (bleached or dyed), sheets, pillowcases, matresses, cotton and rayon underwear and nightwear, cotton shirts, printed paper cardboard items, rubber soles and heels, wooden containers, and metal furniture.

A pending third Protocol will include most of the items entering into Central American trade not already covered by the Agreement and its Protocol. Action on this Protocol is not expected until possibly by the end of 1963.

Commodities which will be increasingly substituted by Central American products are expected to be textiles, leather, prepared foods and provisions, and rubber and wooden products.

# U.S. chief supplier of manufactured goods to Panama but share of market is declining in face of competition

**Exporters urged to consider price reductions, easier credit terms, more adequate servicing, prompt response to inquiries, interest in small orders for this expanding import trade**

By HOWLAND BANCROFT, JR.

*Commercial officer, U.S. Embassy, Panama*

A visitor to Panama sees at once the widespread use of U.S. manufactured goods in this crossroad of world trade. In fact, the U.S. has occupied first place in the market since Panama obtained her independence from Colombia in 1903.

During the initial post-World-War II readjustment period, U.S. exports increased to 75% of the market by the end of 1949. Since that time, however, a significant—though irregular—falling off has occurred in the U.S. share of Panama's total imports.

Rising Panamanian imports in 1959, 1960, and 1961 exceeded $98, $109 and $124 million, respectively. The value of U.S. exports to Panama likewise increased in the corresponding years to $51, $56, and $63 million, but the approximate U.S. share of the market continued to decline, to 52% in 1959, 51% in 1960, and about 50% in 1961.

Although some observers believe this proportional decline in the face of increasing British, European, and Japanese competition indicates merely a return to pre-World War II trade conditions, the post-1949 decrease in the U.S. share of Panama's import trade is greater than the improvement of any of its competitors.

### Pointers for traders

• To compete favorably against the increasing British, European, and Japanese efforts to acquire larger shares in

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this market, U.S. manufacturers, while continuing to export high-quality products, may need to consider price reduction and provision of easier credit terms to importers. Other foreign-made products available in Panama are of increasingly high quality, comparing favorably with many American-made products, and their lower prices and easier credit terms give them a marked advantage over U.S. products in this price-conscious market.

- More attention should be paid by American exporters to providing adequate machinery and equipment installation service. Too much reliance is often placed on local agents who lack adequately trained technical staffs.

- Certainly good foreign trade relations require prompt responses. U.S. manufacturers have been criticized for failure to answer business inquiries from local importers.

- More detailed information should be made available to U.S. manufacturers concerning the limited Panamanian market. Industrial and commercial development in relatively small countries is necessarily on a small scale, reflected in the small sizes of orders for raw materials and equipment. This condition does not lend itself to the large-scale purchasing which many U.S. firms favor. Small orders should not be neglected or ignored. British, European, and Japanese manufacturers have shown a willingness to take small orders for all types of equipment and supplies.

## Imports from 75 countries

The Panamanian market, though small and possessing only a few industries, is an expanding one and a wide range of products is annually imported from some 75 countries and dependencies, principally the U.S., the United Kingdom, West Germany, Japan, Belgium, the Netherlands, Italy, and Hong Kong, in that order. Panama places protective import restrictions on a limited but increasing number of commodities now being produced within the country.

There are no exchange restrictions. The Panamanian monetary unit is the silver balboa which is at par with the U.S. dollar, but Panama has no paper currency. U.S. notes and coins circulate freely, with the balboa, as the medium of exchange.

Panama's population, estimated at 1,150,000 in July 1962, is about 40% urban and 60% rural. The areas of densest population and greatest purchasing power are the cities of Panama, the capital, 285,000; Colon, 63,000; David, 40,000; Santiago de Veraguas, 30,000; and Chitre, 16,000. Estimated per capita income in 1962 was around $375, among the five highest in Latin America.

While wages have risen, so has the cost of living; thus, Panama is a market where lower competitive prices and availability of extended credit facilities are the determining factors in the sale of a variety of imported products. Quality, servicing, advertising, and quick delivery are important, but secondary considerations.

Because of the continuing demands of some 40,000 Americans—many of whom enjoy a high standard of living—in the adjacent Canal Zone, as well as in Panama, local importers maintain stocks of a wide range of U.S.-made merchandise. Through American and local advertising, as well as observation, a number of Panamanians have learned at first hand about U.S. manufactures and have also developed a demand for many of them; but while these products are readily available, they are generally expensive. Therefore, were it not for the considerable number of Americans living in the Canal Zone and in Panama, the market for U.S.-made goods might well be smaller than it is.

## Quality improves

Formerly, the quality of most Japanese-made exports was below that of U.S., British, and European standards. Since World War II, however, Japan has been exporting many products equal in quality to similar U.S. and European goods and which sell at prices considerably below their competitors. Among such Japanese exports available in the Panamanian market are small automobiles and light trucks, photographic equipment, transistor radios, television sets, electric motors, fans and sewing machines, textiles, wearing apparel, tableware, costume jewelry, and toys.

Although prices are low the Japanese are considered even more conservative in credit than the U.S. exporter, as they seldom grant credit even for 30 days which is the usual limit of U.S. exporters to Panama. European exporters, in addition to offering good-quality merchandise at lower prices than their U.S. competitors generally grant longer terms—up to 60, 90, 180, or even 270 days.

Among the principal groups of products imported into Panama are automotive vehicles and spare parts, machinery, hardware, electric household appliances, medicinal products, agricultural chemicals, and foodstuffs. The U.S. is the principal supplier in all these categories. At the same time, British, German, Japanese, Belgian, Dutch, Italian, French, and Swiss manufacturers are striving to improve their positions in Panama. A combination of quality, lower prices, and extended credit terms are compelling reasons for the Panamanian importer to change from U.S. to European or Japanese lines.

The market for American-made cars declined considerably in Panama during the latter part of the fifties until 1959 when only 428 passenger cars were imported. The following year, however, imports more than doubled and in 1961 rose slightly higher. At the same time, British, German, French, Italian, and Japanese car imports are increasing. The principal reasons for their growing popularity is their lower cost and lower gasoline consumption. Premium gasoline costs 37 cents a gallon in Panama and ordinary gasoline 34 cents.

## Appliances competitive

Many of the same factors pertain in the sale of electric household appliances. Appliances also are sold almost entirely on the installment plan under similar conditions of long-term credit—as much as 36 months. Although about 90% of appliances sold in Panama have been imported from the U.S., this strong position is being challenged by exporters of Japanese electric sewing machines, electric fans, refrigerators, television sets, and radios including transistors, prices of which are as much as 40% below those of U.S.-made appliances. Other competition is offered by small German and Italian refrigerators; Dutch and German high-fidelity phonograph and radio equipment; Dutch television sets, German electric fans.

Still, American-made refrigeration, air-conditioning and television equipment, although more expensive, is considered superior to other foreign products. The local appliance market is very competitive. More than 20 major U.S. and foreign manufacturers are exclusively represented in Panama. Extensive advertising is carried in the local newspapers and trade magazines and over radio and television networks. Active distributorship, advertising, quick deliveries, quality, service, and availability of replacement parts are some of the advantages of U.S.-made appliances over a number of foreign manufacturers represented.

## Competition in medicines

U.S.-made medicines of all kinds occupy first place in Panama's imports of such items. Germany is second only to the U.S. in medical product imports. But German exporters offer both lower prices and easier credit terms. One such is said to ship to a leading Panamanian drug importer on consignment. British, French, Swiss, and Italian drug manufacturers are all endeavoring to improve their positions in Panama. Though many Panamanians

know and prefer U.S-made medicines, European manufacturers are increasing their sales principally through lower prices and more lenient credit facilities.

To a degree, these same conditions exist in agricultural chemicals, hardware, machinery, and foodstuffs. As many of the items in these categories are about equal to or only slightly inferior in quality to the American, the choice goes to the less expensive article. An exception is Japanese hardware, which despite its lower price cannot readily compete with U.S., German, or Belgian hardware.

### Ocean freight rates

An additional factor to be considered in marketing agricultural chemicals is the decided difference in ocean freight rates for such cargoes between European ports and Panama compared with U.S. loading ports. These differences amount to as much as 50% and in such a highly competitive market as Panama determine where the product will be purchased. The U.S. supplies only ten percent of Panama's requirements for fertilizer.

The U.S., in the opinion of a number of importers, is pricing itself out of the export market for motors, pumps, compressors, and other plant machinery despite the fact such American-made equipment has long occupied first place in the Panamanian market. British, German, and Belgian equipment of equal quality can be retailed in Panama at prices equal to the c.i.f. price of the same products made in the U.S. Prospects appear favorable, however, for sale of such U.S. heavy construction machinery as tractors, cement mixers, and cranes.

### Rapid delivery sells

Farm machinery and equipment are imported principally from the U.S. with British-made equipment the leading competitor. Heavy crawler tractors used in Panamanian agriculture, industry, and construction are almost all of U.S. manufacture. Light crawler tractors and wheel tractors are imported from the U.S., the United Kingdom, and Germany. The rapid delivery of American tractors and spare parts, the latter particularly important in a market in which dealers maintain limited inventories, still is a selling point for some dealers despite the lower prices of British-made tractors and equipment.

Although Panama produces a large quantity of foodstuffs for its own use, many food items are imported. Nationally produced foods are protected by high import duties and some are also protected by import quotas. The U.S. is the leading exporter of foodstuffs to Panama. The Netherlands, Denmark, and Germany, however, supply most of the canned meat imports; and the major part of canned seafood imports is supplied by Japan, Peru, and Ecuador. While European canned meats are not so highly regarded locally as the American, they are almost 50% cheaper and their quality is steadily improving.

The Colon Free Zone in the city of Colon has almost 200 Panamanian and foreign companies—many of which are U.S. owned or controlled—doing business within its confines. The value of goods passing through the Free Zone in the first 10 months of 1962 was slightly less than $148 million compared with more than $156 million for the whole of 1961. An estimated 45% of the Free Zone's exports of $10 million in 1961 to Panama were of U.S. origin.

**LUMBER INDUSTRY:** Mahogany logs at Rio Escondido near Bluefield in Nicaragua. Common market will open whole area for expanded intra-Central American trade and reshuffle many old trading patterns.

## January imports fall sharply; dock strike's effect unknown

The Census Bureau has announced that seasonally-adjusted U.S. general imports of $1,093 million during January dropped 20% from their December 1962 level, and were almost 18% below the figures for the previous January.

The Bureau said it does not have adequate information to measure the dock strike's effect on imports. The strike ran from Dec. 23 through Jan. 25.

# Nicaraguan market smallest in C.A., but U.S. share high

### Membership in common market may cause redirection of trade pattern emphasis

ROBERT E. SERVICE
*Economic Officer,*
*U.S. Embassy, Managua*

Nicaragua is normally the smallest market for U.S. goods in Central America, but the percentage of its total imports from the U.S. is high—52% in the first 9 months of 1962. Imports from the U.S. in 1961 reached $36,349,000 (c.i.f.). Thus, although small, Nicaragua offers a favorable market for U.S. exporters.

Nicaraguan membership in the Central American common market will not by itself alter this fact even though it may cause some redirection of the emphasis now prevalent in trade patterns. Maintenance of the current U.S. portion of the Nicaraguan market will, however, depend on the alertness of U.S. exporters to changing conditions.

Nicaragua is unique among the Central American countries in that it is a member of the General Agreement on Tariffs and Trade (GATT). In the long term, this fact may have an impact of importance to U.S. traders not only with regard to the Nicaraguan market but with the common market as a whole.

The rapid movement toward a Central American customs union is not yet a serious factor in U.S.-Nicaraguan trade. Only about 5% of Nicaragua's imports now come from the common market countries. Processed foods and light manufactures predominate in this trade. While increases in intra-area trade in processed foods have been at the expense of the U.S. exporter, increased Central American production and trade of light manufactures has at least equally affected European and Asian exporters.

Although Nicaragua's trade within the common market is expanding rapidly, it will be a number of years before it is a major item in the country's trade statistics. For the next 5 years, at least, U.S. exporters will be in greater direct competition with fellow exporters in European and Asian countries and in Mexico, than with producers within the common market area.

This is not to say that Central American developments should be ignored. Some exporters are already feeling pressure from recently established local producers. More importantly, others are finding markets for machinery and raw materials that previously did not exist.

## Market trends

In general, the following trends are developing in Nicaragua's trade pattern as a result of the integration movement:

- A shift toward common market sources of supply for light manufactures, processed foods, and some more standardized industrial and agricultural investment items.
- An increase in the import demand for capital goods and raw materials not produced in Central America.
- An increased demand for sophisticated consumption goods that a rising standard of living will permit but which are not likely to be produced in Central America for an indefinite period.

The most publicized of these developments is the shift toward Central American sources of supply. Of the 11 most important categories of Nicaragua's imports from the U.S. at least 5 will be affected by plants built or planned within the common market area. Pharmaceutical and cotton textile imports will decline as Nicaragua develops its own plants and as importers become acquainted with products available in the other Central American countries. A tire factory is already operating in Guatemala and there is likelihood that another will be set up in the area. Nicaragua is building its first flour mill and will soon import wheat rather than flour. A caustic soda-toxaphene complex is planned and this will provide a local source for what is now the largest single item of import from the U.S.—insecticides. Other plants affecting categories of lesser importance will magnify this trend toward regional production of manufactures.

While some individual U.S. exporters may be adversely affected by Central American economic integration—both through loss of markets and, to a much lesser degree, from competition for third country markets—at least some of these will be able to maintain themselves in the market by establishing local plants. The outlook overall for U.S. exports is more optimistic. Increased industrial and agricultural development of Nicaragua will require larger imports of industrial goods as well as raw materials, such as iron and petroleum, not now produced in the area. Imports of machinery, vehicles, and tractors were up markedly in 1962 over previous years and the U.S. share of the market for these goods increased. Many of the new plants being built in the area require importation of processed or semi-processed goods for assembly or last-stage processing, for example, paper to make corrugated cartons, metal sheets for containers. It will be a number of years before Nicaragua and the other Central American countries are able to develop some of the more technical basic industries that accompany economic development. For others, necessary natural resources are not available.

## Opportunities seen

As Nicaragua's economy develops demand will increase for higher priced consumer durables such as autos, motorcycles, television sets, and other electric and electronic appliances. For some of these, assembly plants are being organized —a refrigerator assembly plant may go up in Nicaragua in 1963—and there will be a movement toward regional production of components. Taken together, however, the import demand for components


### the author

*Mr. Service graduated from Oberlin College in 1958 and received an MPA in economics from Princeton University in 1960. He entered the Foreign Service in 1961, and has been in Managua since September of that year.*


# Market profile-El Salvador

**Area:** 8,061 square miles (about the size of Massachusetts).

**Population:** 2.76 million (Dec. 31, 1961).

**Currency:** Salvadoran colon (1 colon = $0.40). Exchange control is designed to cause return of export earnings and not to restrict imports.

**Per capita income:** Per capita national income estimated at $200 in 1961.

**Gross national product:** $475 million in 1959.

**Motor vehicles:** Registration December 31, 1961, 30,515 (motorcycles and scooters not included).

**Radio and television sets:** An estimated 500,000 radios and 6,000 television receivers in operation, May 1962.

**Electricity:** Consumption by industry and Government, first 8 months of 1962, 76.8 million kilowatt-hours. Production in 1961, 267.4 million kilowatt-hours.

**Principal cities:** Population of San Salvador as of July 1, 1961, 263,275; Santa Ana, 146,048; San Miguel, 80,263; Nueva San Salvador 42,436; Zacatecoluca, 41,906.

**Value of foreign trade:** (1961) Total exports, $118.9 million; total imports, $108.7 million. Trade with the U.S. (1961): imports, $40.2 million (c.i.f. value); exports, $42.6 million (f.o.b.).

**Principal exports:** Coffee, cotton, shrimp, oil seeds, sugar.

**Principal imports:** Manufactures, machinery and transportation equipment, chemicals, food products, fuel and lubricants.

**Principal trading partners:** U.S., Federal Republic of Germany, Netherlands, Guatemala, Honduras, United Kingdom.

and assembled goods will almost certainly increase for an indefinite period.

In addition to the increased export opportunities offered by industrialization and growth in Central America, U.S. exporters should not lose sight of the possibilities for increasing trade to Nicaragua and Central America in competition with European and Asian exporters. The U.S. now lags with respect to competing countries in sales of nitrogenous fertilizers, vegetable and animal fats, synthetic fiber fabrics, cloth bags, iron and steel structural pieces, belts and straps, wire and wirestock, metal nets and screens, iron domestic utensils, and sewing machines.

While the U.S. exporter is faced with prohibitively lower prices on some of these items, on others he loses out because he is less aggressive or because credit arrangements are not ample. With respect to delivery time and the quality of merchandise, the U.S. is usually on equal if not better terms. This coupled with the historically close trade relationship between Nicaragua and the U.S. should permit U.S. exporters to continue to sell extensively in Nicaragua.

# Advertising's role expanding in growing Central America

## U.S. foreign assistance program introduced modern methods; indigenous agencies can shape campaigns to fit local customs

*This article summarizes the report on Central America in* **The Advertising Agency Business Around the World,** *published by the American Association of Advertising Agencies. The report was written by Tomas Aguilar, President of the Central American Association of Publicists.*

The concept of advertising as a principal function in the marketing process is relatively new to Central America, and many firms don't thoroughly understand its potentials. However, the considerable increase in the volume of advertising agency business during the past 5 years indicates a growing awareness of the uses of professional marketing and advertising services.

The U.S. foreign assistance program has sponsored a number of seminars, courses and conferences emphasizing the prime importance of marketing and advertising. These educational programs, which also included other phases of management and business organization, have penetrated into all areas of business and industrial activity, and have been well received.

### Luck no factor

Management has become aware that gambling in business is now obsolete, and that the "luck factor" need not be seriously considered in deciding whether or not to introduce a new product or service in a market. The intangibles are no longer dominant, but have been replaced by factual data obtained through statistics. The U.S. Government programs must be followed up by broader dissemination of information to individuals through the participant companies.

The advertising agencies' versatility and personal contact with all phases of industry have enabled them to hammer home the need for scientific marketing methods.

The U.S.-sponsored programs also led several Central American Universities to introduce marketing courses in their curricula, and to extend their facilities to private enterprise for non-academic uses.

The new merchandising methods must be adapted to local environment and customs, and it is here that the indigenous advertising agency comes into its own. In most Central American countries the agencies have formed associations which are constantly demonstrating to local businessmen that it is not only the function of agencies to sell advertising on a space basis, but also to study the advertiser's marketing problems and policies and create solid, intelligent campaigns which will benefit both the advertiser and his agency.

### TV's impact

The introduction of television throughout Central America has effectively aided both the development and improvement of the region's advertising. Radio is widely used in every country, particularly by producers of consumer goods who are interested in its mass penetration and repetitive character. Newspapers are considered more as a vehicle offering brand identification and lasting audience impact.

Trade publications are not yet important enough to attract a significant share of annual adverstising expenditures. Direct mail has also been used sparingly to date, with only a few companies having recognized its value. Outdoor advertising has expanded in the past 5 years, despite limitations on billboards in some nations.

### Statistics rare

Annual advertising expenditures are not available for Ceneral America, but the recently founded Central American Federation of Advertising looks upon the compilation of advertising statistics as one of its most important jobs. A market research organization was recently established in Costa Rica and is involved in various assignments throughout Central America.

There are about 25 advertising agencies in Central America and Panama which offer, with variations, the basic services. Only a few can provide market advisory service, although all are aware of its need and are trying to improve their capability in this area.

Most international advertisers funnel their advertising through local agencies or international exporters who use affiliated agencies in the region. The old, inefficient system of placing advertising directly from New York, Mexico Citv or London proved wasteful, and has been almost entirely abandoned in favor of dealing through local agencies.

On-the-spot agencies offer international businessmen:

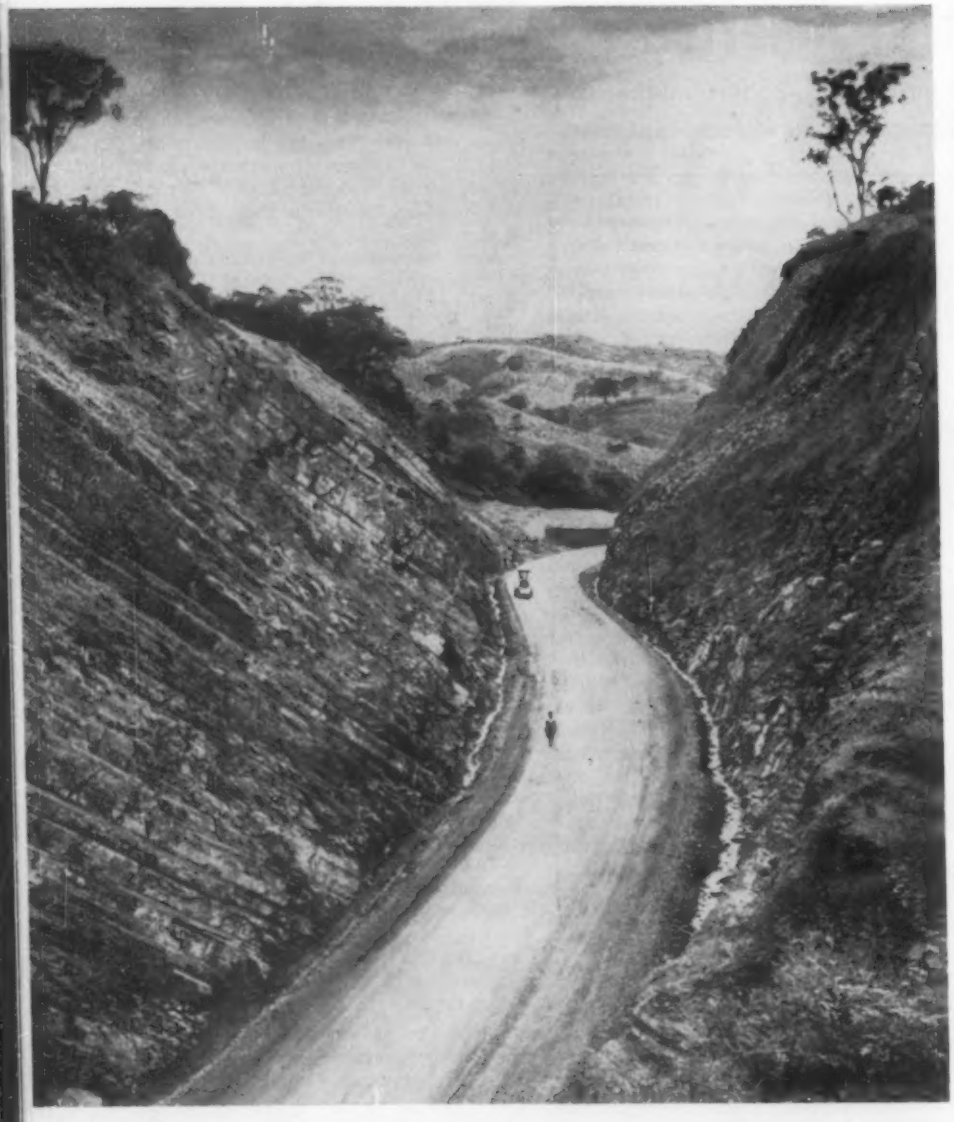
1. The ability to adapt canned advertising campaigns to the localisms of each individual country.
2. Better knowledge of the market penetration of each medium, and an excellent position to bargain with them in getting the most mileage out of an advertising budget.
3. Permanent monitoring of radio and television advertisements to assure prompt and efficient transmissions.
4. Keeping track of competitive advertising.
5. Liaison between international manufacturers and their local representatives to coordinate advertising with other marketing activities.
6. Public relations work with local people and enterprises.

Thus, while it has not yet reached maturity, the advertising agency business in Central America is coming with a rush, and looks to an even broader role in economic development through the Central American common market.

INTER-AMERICAN HIGHWAY

# Linking the Americas

**New roads in Central America, plus 'fishyback' arrangement for skirting Mexican barrier, give backbone to projected Pan American network**



By STANLEY LICHTENSTEIN
*Staff Writer*

The vision is at least 80 years old, but it no longer seems utopian. Road-building progress, in spite of delays and setbacks, is bringing closer the day when there will be a continuous overland route from Alaska to the southernmost tip of Latin America.

That the idea has come a long way since 1884, when it was broached to the U.S. Congress in the form of a proposed Pan American Railroad, is becoming increasingly evident. One sign of the times will be the official mid-April bus tour of some 60 American Republics government officials and highway leaders going from Panama to Mexico City—and then by air to several U.S. and Canadian cities, arriving in Washington, D.C., in time for the Ninth Pan American Highway Congress, May 6-18.

This tour will mark the opening of the Inter-American Highway, whose 3,142 miles of road from Laredo, Texas, to Panama City is to be a key link in the projected Pan American Highway System. An interlocking regional network is formed by the Inter-American Highway and a series of other roads on which Central American countries will have spent some $50 million—for 3,419 miles of highway—by the end of 1966.

Construction of the Inter-American Highway has been carried on largely as an international project with the cooperating Republics generally paying one-third of the cost and the United States furnishing the other two-thirds plus technical advice, assistance, and over-all supervision. Two-thirds of the Highway's length in El Salvador, and some 60 miles in Costa Rica, existed before the cooperative program started. Mexico's 1,587-

WESTERN ROUTE: "La Cuesta" cut is on La Virgen-San Juan del Sur Highway, Nicaragua, financed by World Bank loan. (Int'l Road Federation)

**EASTERN ROUTE:** A good part of Guatemala's truck traffic passes over Corozal Bridge, on 184-mile Atlantic Highway between Guatemala City and Puerto Barrios. Before this highway was built, the capital's only link to east coast was by rail. (International Road Federation)

mile section was surveyed and constructed without U.S. assistance.

## 'Fishyback'

U.S. exporters using the highway route have to by-pass Mexico because of her long-standing ban on transportation of freight and passengers in non-Mexican-owned vehicles. One solution is the "fishyback" maneuver offered by Coordinated Caribbean Transport (CCT), Inc., of Miami, subsidiary of the New York-based United States Freight Co.

Using two Navy LSMR's converted to trailerships, CCT regularly ferries refrigerated truck trailers and other cargo between Miami and Puerto Matias de Galvez, Guatemala, where over-the-road

ROLL-ON, ROLL-OFF: On Miami-Matias de Galvez (Guatemala) run of coordinated Caribbean Transport, trailers board ships for part of their journey.

carrying can be resumed. At each sailing (approximately 6 days apart), a CCT Panama-flag ferry, with capacity for twelve 40-foot refrigerated trailers and 35 to 45 automobiles, heads south. Generally, it carries such items as foodstuffs, refrigerators, television sets, machinery, rubber tires, textile yarns, household effects, and mail, and returns with meat, shrimp, and produce.

In this roll-on—roll-off trailership service, the 825 miles between the two ports are covered in 80 hours, with trucked cargoes delivered to customs houses in Matias de Galvez, Guatemala City (3½ to 4 days), San Salvador (4th day), Tegucigalpa, Honduras (4½ to 5 days), and San Jose, Costa Rica (5½ to 6 days). Shipments are consigned to Coordinated Caribbean Transport, Inc., 3400 N.W. 62nd St., Miami, Fla., and are marked for name and address of consignee, Central America. Export packing is not needed, since cargoes are moved in sealed trailers.

## Growth

When the U.S. Government began to assume its active role in the Pan American Highway movement in the 1930's, only Guatemala-El Salvador and U.S.-Mexico road links were established. Today, the Inter-American Highway offers

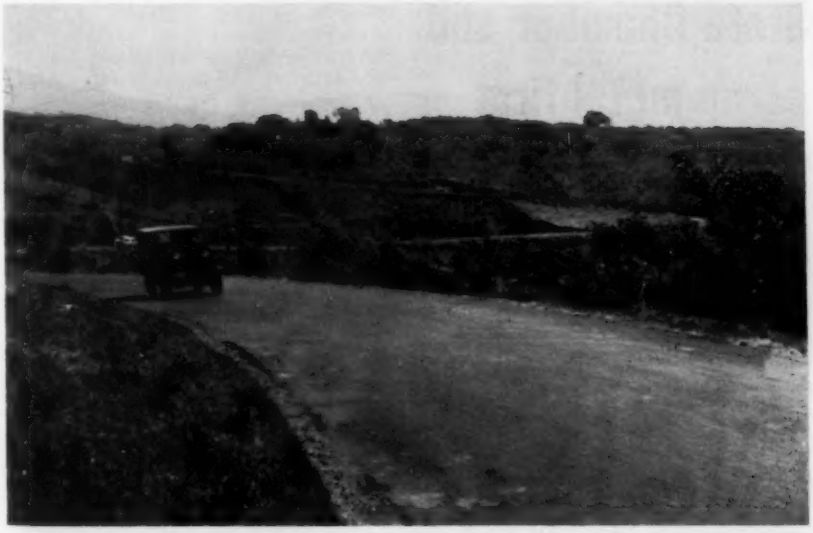
2,627 miles of paved and another 515 miles of all-weather gravel surface to the traveler, and the commercial shipper can benefit considerably from the route in spite of the Mexican detour. With connecting roads, the Inter-American Highway is providing the backbone of a new transportation system through which undeveloped country may be opened up and the exchange of goods and ideas facilitated. Such a roads network adds impetus to the Central American common-market trend.

Groundwork for the extensive construction of the last 3 decades was laid by a reconnaissance survey completed in 1933 (with the aid of a $50,000 Congressional appropriation) by the U.S. Bureau of Public Roads and the Central American Republics. The project became known as the "Inter-American Highway" after the report (Senate Document 224) of this survey was issued.

The United States has contributed more than $173 million and the cooperating Republics (not counting Mexico's unilateral expenditures) over $82 million towards construction costs. With another $32 million appropriated by the last Congress and $16 million in matching funds to be provided by the cooperating Republics, the total will come to $303 million.

## More work needed

To bring the Highway up to full standards, considerable work still lies ahead, including: in Guatemala and Costa Rica, widening, realigning, installation of retaining walls, flood-damage-prevention measures, and slide removal; construction of 27 miles of the 62-mile Santiago-Guabala cutoff in Panama; repairs on short sections in Guatemala, Nicaragua, and Costa Rica; and completion of base and pavement for 418 miles in Guatemala, Costa Rica, and Panama. The extent and condition of Inter-American Highway construction in each country are shown in the accompanying table.



HEARTLAND: Pan American Highway between San Jose and San Roman is important artery in Costa Rica's geographical center; 420 miles of building and rebuilding are on way. (Int'l Road Federation)

| Route Number | Description | Length in Miles |
|---|---|---|
| CA- 1 | Pan American Highway, Mexican Border to Panama City | 1564 |
| CA- 2 | Mexican Border—Esquintla-La Libertad-La Union | 405 |
| CA- 3 | Choluteca-Chinandega-Managua-Granada | 168 |
| CA- 4 | La Libertad-San Salvador-Nueva Ocotepeque-San Pedro Sula | 221 |
| CA- 5 | San Lorenzo-Tegucigalpa-San Pedro Sula-Puerto Cortes | 230 |
| CA- 6 | Tegucigalpa-Danli-Yalaguina | 117 |
| CA- 7 | San Francisco-Siguatepeque | 93 |
| CA- 8 | El Molino-Sonsonate-San Salvador | 88 |
| CA- 9 | San Jose Guatemala-Puerto Barrios | 258 |
| CA-10 | Rio Hondo-Quezaltepeque-Nueva Ocotepeque | 70 |
| CA-11 | Guatemala CA-10 to Honduras CA-4 | 62 |
| CA-12 | Acajutla-Santa Ana-Quezaltepeque | 93 |
| CA-13 | Puerto Barrios-Puerto Cortes | 50 |

When the 60 officials complete their Panama-to-Mexico City bus tour and subsequent visits to Detroit, Niagara Falls, Ontario, and New York City, they will arrive in Washington, D.C., on May 4 for the Ninth Pan American Highway Congress. Among the approximately 100 topics placed on the draft agenda by the Organizing Committee is the question of the Darien Gap. Dr. Walter Kurylo, Bureau of Public Roads official serving as Committee secretary, states that the Darien Gap—a strech of some 450 miles —"will remain the last obstacle to a continuous usable highway from Alaska to Tierra del Fuego at the southern tip of South America." Appropriately, this last step can only come about as a hard-won victory over nature.

"Planning the location for a highway through the parts of Panama and Colombia which constitute the Darien is complicated by the cloud cover which seriously interferes with aerial photography. Dense, tropical jungles, mountains, rivers often swollen by tropical rains, and the many almost completely isolated areas to be traversed, will present a challenge to road designers and builders who eventually undertake this last task in providing an unbroken highway network for the Western Hemisphere."

**INTER-AMERICAN HIGHWAY**

*(Distance in miles)*

| | Paved | All Weather | Total |
|---|---|---|---|
| Panama | 205 | 99 | 304 |
| Costa Rica | 206 | 204 | 410 |
| Nicaragua | 238 | — | 238 |
| Honduras | 94 | — | 94 |
| El Salvador | 196 | — | 196 |
| Guatemala | 161 | 152 | 313 |
| Mexico | 1,527 | 60 | 1,587 |
| **Total** | 2,627 | 515 | 3,142 |

# State Chamber and scrap metal firm win "E" awards

### Fla. and Tex. ceremonies held at world trade conference, seminar

The Florida State Chamber of Commerce and Commercial Metals Company recently received "E" awards in ceremonies held in Jacksonville, Fla., and Austin, Tex.

The State Chamber was recognized for its efforts in helping to develop export sales of local Florida products and bring tourist business to the U.S.

Presentation of the citation, the 201st "E" award to a U.S. organization, was made on March 7th by National Export Expansion Coordinator Draper Daniels at the second annual Florida World Trade Conference originated by the Chamber.

Commercial Metals of Dallas was cited for its contribution in boosting overseas sales of scrap metal—through its representatives in 11 foreign cities, shipping facilities in 12 U.S. ports and up to 30 ships under charter.

Ceremonies for the large scrap metal firm were scheduled to be held on March 14 during Austin's first Foreign Trade and Investment Seminar. Draper Daniels presented the "E" award to Jacob Feldman, president of the company.

#### Services initiated

Highlights of the "E" award to Florida State Chamber of Commerce brought out that the Chamber organized the Florida World Trade Conference early last year. It then set up a service of weekly trade leads to business firms and worked with the state's 2 Export Expansion Councils, the Department of Commerce and other organizations in holding courses in export techniques in the larger Fla. cities.

In the fall of 1962, the Chamber cooperated with the Florida Ports and Foreign Trade Council in developing a highly successful European Trade Promotion Mission.

The "E" award citation to Commercial Metals pointed out the firm's imaginative and aggressive merchandising program of developing overseas sales of scrap metal increased company shipments from 50% of its total volume in 1957 to more than 70% in 1961.

Through its determined efforts, the firm has become one of the world's largest dealers in scrap metal. It has developed new markets in Australia and New Zealand and during the past year greatly increased its business to India and Pakistan.

'E' AWARDS AT CHICAGO: Neil Hurley, Jr., Chairman of the National Export Expansion Council, left, congratulates 9 new award-winning firms at the Chicago World Trade Conference on March 4. Holding their individual citations are James E. Hawthorne of Greyhound Corp.; D. L. Stephens of Stephens-Adamson Mfg. Co.; Otto E. Geppert of Denoyer-Geppert Co.; Brooks McCormick of International Harvester Co.; Albert Pick, Jr., of Pick Hotels Corp.; Theodore Van Zilst of Soiltest Inc.; Burton Kallick of Chicago Dial Co.; W. A. Michelich of Skil Corp.; and Ted Niggli of Miehle-Goss-Dexter International Co. A story on these awards ran in the March 11 issue of IC, p. 10.

## Israel, Senegal, UAR ease entry of delayed cargoes

Three more countries—Israel, Senegal, and the United Arab Republic—have replied in very favorable terms to U.S. requests (by the Commerce Department, through the Foreign Service), for blanket extension of import licenses for maritime-strike-delayed merchandise.

**Israel**—The Ministry of Commerce and Industry anticipates no difficulties, and doubts that formal blanket extensions are necessary in view of the flexibility of Israel's import controls. If any hardship case arises, the Ministry promises prompt intervention to afford relief.

**Senegal**—The Embassy reports no problems with the local licensing regime. Import licenses are valid for 6 months and can be extended for 3 months more upon request.

**United Arab Republic**—The Director General of the Ministry of Economy's Import Licensing Office stated categorically that no problems would result in connection with strike-caused delays. He said it would not be necessary to issue a written blanket extension because he could personally guarantee that any required extension would be given automatically by his office. The UAR's ambitious development plan and shortage of hard currency, he added, would cause the Government to do anything to speed up the arrival of imports. Another factor is the constant need for prompt clearance of food, medicines, and other essential commodities for the rapidly expanding population. The Under-Secretary of the Ministry of Economy later confirmed the statements of the import licensing official.

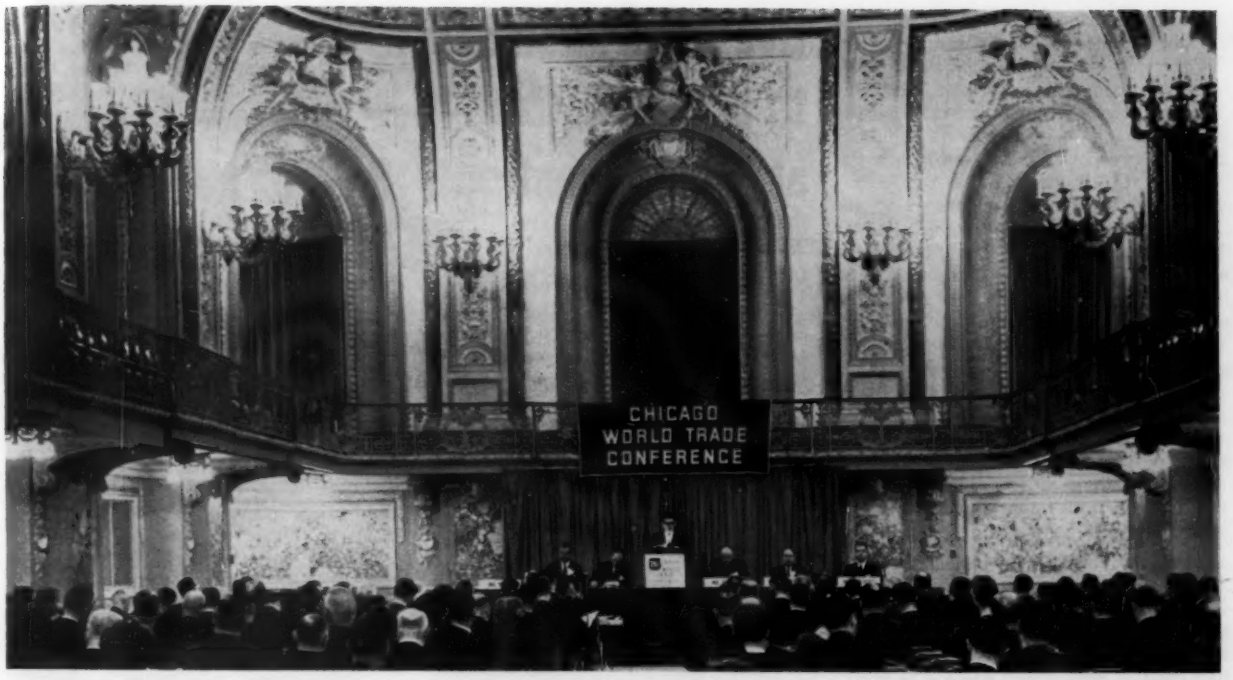
For preveous stories, see INTERNATIONAL COMMERCE, Jan. 7, p. 15; Jan. 28, p. 2; Feb. 4, p. 15; Feb. 11, p. 16; Feb. 18, p. 15; Feb. 25, p. 8; and Mar. 4, p. 5.

## Indonesia gets $17 million emergency loan from AID

The Agency for International Development has signed an emergency loan agreement to provide the Government of Indonesia with $17 million worth of U.S. imports.

The loan is part of a $36 million program instituted by Indonesia to stimulate its industrial production through importing needed industrial raw materials and spare parts, lack of which has contributed to Indonesia's industrial production dropping to approximately 25% of capacity.

Approximately $3.5 million of the loan funds wil be used for buying raw cotton.




# Challenge abroad discussed at Chicago conference

The market overseas continues to grow. Altho the U.S. is the world's largest exporter, too many businessmen in this country are neglecting foreign markets, probably because they lack a real understanding of the market abroad. In words similar to these, speaker after speaker addressed the 1000 or so businessmen attending the recent 26th annual Chicago World Trade Conference and urged them to meet the challenges abroad.

A. R. Wayne, President of Abbott Universal Ltd., had this to say:

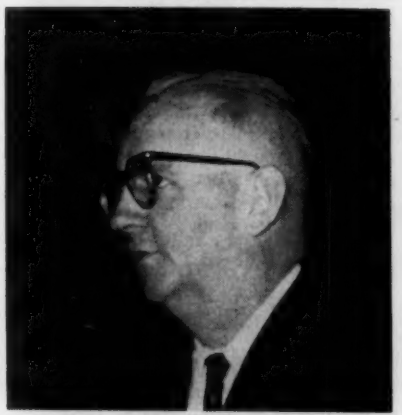
Over 275,000 manufacturing concerns produce only for the domestic market and have never turned their attention to overseas areas. These figures speak for themselves. The market continues to grow. Opportunities for American Companies are greater than ever before; but so is the competition.

In countless countries, the label, Made in U.S.A., still wins sales, but it is no longer the only symbol for quality. As nations throughout the world gain economic stability, not only are their peoples buying more, but their businesses are in

Robert J. Falsey

Brooks McCormick

Carl M. Blumenschein



Neil C. Hurley, Jr.

a position to supply more. Nations like Japan, France, Italy, Germany, and Switzerland can step in with good products at competitive prices whenever America neglects a market. Although the hard-hitting kind of aggressive selling it takes to prosper in world markets has a Made in U.S.A. label, it too can be replaced. The demand for everything we can supply is evident. U.S. companies still have the advantage; but to win and maintain our share of this growing World Market, we must press our advantage intelligently and expeditiously.

The latest technological advance does not always lie with us, and our position as the world's largest exporter is being seriously challenged. The response of American business to this challenge must be a positive one. World markets are expanding along with population growth and require only corporate effort and skill to exploit them.

More and more U.S. companies are moving toward a management concept in which all executives are oriented to thinking in terms of world markets. The modern U.S. corporate executive is now looking at a total World Market in much the same manner that his European counterpart has learned to do before him. However, with all the present-day complexities of doing business abroad, it takes a first-class man to walk the often delicate path required of a foreigner, while at the same time being responsible for building his company's business soundly and profitably. Further, he must become a respected part of the foreign community without losing his integrity as an American. These companies, in thinking about their personnel problems and attempting to fill gaps in their organization abroad, must instinctively look for the best qualified men, with little regard as to their native lands.

The American companies which have expended real time, energy, and thoughtfulness on international operations have generally prospered and amply repaid the faith and confidence of their stockholders. If American executives will concentrate their energies, skills, and ingenuity on the World Market, American business can meet any competitive threat abroad in the same manner that they have met the challenges of the world's most competitive market at home.

### ITALIAN ROAD STARTED

Construction of the 240-kilometer (149 miles) Naples-Bari superhighway was started on January 6th. The first stretch scheduled for completion is the Nola-Avellino section. The entire superhighway is to be completed by 1968.

# Overseas business to be scrutinized at IEA convention

## 'E' flag awards scheduled for Mar. 27; Gen. Gavin to speak

International business trends and techniques will be examined from all angles at the 46th annual convention of the International Executives Association, scheduled for Tuesday and Wednesday, March 26-27, at New York's Statler-Hilton Hotel.

"Managing and Marketing to Match Tomorrow" will be the theme, and the exchange of ideas among experts will illuminate points "that frequently spell the difference between success and failure in international trade operations," Convention Committee Chairman J. O. Teeter says.

### 'E' awards

The Wednesday morning (March 27) session will feature presentation of Department of Commerce "E" awards to companies making outstanding progress in export trade. L. Edward Scriven, Deputy National Export Expansion Coordinator, will make the presentations, and company officials will describe the techniques used by their award-winning firms.

"Stepping up Selling Abroad" will be discussed Wednesday afternoon at a panel moderated by Jere Patterson, president of Jere Patterson Associates, and including among its members E. E. Schnellbacher, associate director of the Commerce Department's Office of International Trade Promotion; Alfred di Scipio, vice president for marketing, Singer Manufacturing Co.; and Jack Cholar, general manager, Remington Rand, Electric Shaver Division International.

After an address of welcome by Mayor Robert F. Wagner, the convention will buckle down to a busy schedule including Tuesday addresses by: Robert Salzmann, public services director for the Research Institute of America; Charles C. Tillinghast, Jr., Trans World Airlines president; Robert W. Macauley, Minister of the Ontario Department of Economics and Development; and Jose de Cubas, president of Westinghouse Electric International (general luncheon speaker).

Wednesday speakers will include: Mr. Scriven; Fred C. Foy, Koppers Co. board chairman and honorary chairman of the National Export Expansion Council (general luncheon speaker); and Gen. James M. Gavin, president of Arthur D. Little, Inc. (banquet speaker).

# Sale of machinery U.S. objective at Barcelona fair

## Best opportunities for U.S. goods lie in 9 categories

The sale of U.S. machinery will be the prime objective of the U.S. sales exhibition at the Barcelona Trade Fair, June 1-20.

A market survey has indicated that the best opportunities for U.S.-made products exist in 9 categories, although some other lines may be included. These categories are:

Electric power production equipment (small plants), agricultural machinery, construction equipment, office machines, food processing machinery, machine tools, textile machinery, sporting goods equipment, and photographic equipment.

The Department of Commerce is assisting U.S. businessmen this year, for the first time, in exhibiting and selling in several trade fairs on a purely merchandising basis in proven markets.

Reported sales at the 1962 Barcelona Fair totaled $32.2 million. Attendance was 1.7 million, with registered commercial visitors exceeding 17,000. Buyers come to this fair from all over Europe, the Middle East and North Africa.

## Swedish shoe imports make record gains

Imported shoes account for more than one-third of total consumption in Sweden, as a result of phenomenal growth in purchases of foreign-made products.

Sweden now absorbs a greater share of shoe imports than any other country in Europe. In 1954-61, imports increased in volume by more than 400%, from 1.8 to 7.3 million pairs. In the same period, growth in production was negligible and exports doubled.

Additional information on the Swedish shoe market is available from the Trade Opportunities Staff, BDSA-111, Room 4319, Dept. of Commerce, Washington 25, D.C. (WO 7-2498.)

AT NEEC MEETING

# Treasury Secretary Dillon sees continued progress in payments balance effort

## Hurley predicts 10% increase in U.S. exports for 1963; Eximbank, credit insurance working arrangement sought

Secretary of the Treasury Douglas Dillon last week told members of the National Export Expansion Council, meeting at the Department of Commerce, that he sees continued improvements over the next 2 or 3 years in the effort to achieve a rough balance of payments.

In commenting briefly at the March 11 session on the overall balance of payments situation and on the need for increasing U.S. exports, Dillon said that in a relatively short time "we have to reach a rough balance of payments."

He added that "We have maintained our costs. We have evolved an insurance system which we think is as good as anybody's. Now the job is to transfer these situations into exports.

The U.S. payments balance improved in 1962, the gap being reduced by roughly $1 billion reflecting a decrease in U.S. capital outflow. The 1962 deficit was estimated at $3 billion, compared with the $4 billion figure for 1961. By 1965, it is estimated, the deficit will be eliminated.

Dillon, in answering a question from Joseph Roldan, president of Roldan Products, St. Louis, said in the event there is a loss of confidence abroad in the dollar many remedies would be available in the short period needed to reestablish confidence.

Fred Foy, board chairman of the Koppers Co., Pittsburgh, and honorary chairman of the NEEC, commented on one of the major problems the U.S. exporter faces, saying that it is "extremely important that we establish a working arrangement" with the Foreign Credit Insurance Association (FCIA) and the Export-Import Bank enabling U.S. firms to have advance information regarding specific premiums so quotations to foreign buyers are timely and firm. He said in effect that the problem has been that British, German and Italian competitors are sometimes able to submit firm quotations ahead of U.S. firms.

Dillon said that the Eximbank is now preparing to make the necessary advance commitments regarding this arrangement. (See INTERNATIONAL COMMERCE, Feb. 4, p. 12, and Jan. 14, p. 5, for Eximbank and FCIA moves covering political and credit risk insurance.)

NEEC Chairman Neil C. Hurley Jr. predicted at the meeting that U.S. exports would rise to a record $24 billion in the next 12 months.

Hurley said 1,197 companies are known to have entered the foreign trade field for the first time in 1962. In addition, more than 12,000 U.S. businessmen attended export workshops sponsored by the Department of Commerce.

"Since it takes about a year to obtain product distribution," he said, "the effect of this new export activity, added to the efforts of those already established should—given continuing good business conditions abroad—increase U.S. overseas sales by 10%."

The National Export Expansion Council, composed of business, labor and farm leaders, is appointed by Secretary Hodges to communicate the need for increased exports to the U.S. business community. Working with the National Council are Regional Councils in key cities throughout the U.S. Close to 1,000 business leaders are Regional Council members.

Chairman of the Board and President of the Thor Power Tool Co., Aurora, Ill., Hurley described a general quickening of the international business pulse in the U.S. Businessmen, he said, "are now beginning to look at foreign commerce as a normal part of their sales programs. Those who fail to do this are beginning to be questioned at their annual shareholders meetings."

"With thousands of new manufacturers beginning to sell abroad, we can achieve a 10% increase in U.S. exports in the coming months," Hurley said.

"The Export Expansion Councils throughout the country have accepted a mandate from the President and from Secretary Hodges to see that every American business which can sell abroad profitably is doing so. The initiative of U.S. private enterprise needs to be harnessed effectively to take advantage of growing markets overseas.

"The Government can provide the climate, but it will be private business that will ultimately stimulate sales and thus correct our balance of payments problem. Business will do this because it is profitable," he said at the morning session.

The Council met with Secretary Hodges and Draper Daniels, National Export Coordinator, Treasury Secretary Dillon addressed the group in the afternoon.

The following became members of the Council at the meeting: Robert F. Dwyer, president, Dwyer Lumber and Plywood Co., Portland, Ore.; Werner P. Gullander, president, National Association of Manufacturers; George Inselman, president, American Institute of Marine Underwriters; M. Monroe Kimbrel, president, American Bankers Association; H. Ladd Plumley, president, U.S. Chamber of Commerce; Joseph L. Stanton, president, American Association of Port Authorities; and Ward B. Stevenson, president, Public Relations Society of America.

# Overseas 'flavor' to be strong at N.C. exhibit

## More than 250,000 to attend; foreign buyers to be numerous

There will be a strong "overseas flavor" next month when the North Carolina International Trade Fair gets underway in Charlotte.

The Fair, scheduled April 27-May 4, is expected to attract more than 250,000 people, including a large number of professional buyers, many from outside the U.S.

Harold Love, director of the exhibition, said recently that the number of foreign firms sending professional buyers far outweighs the number planning to exhibit.

# 7000 overseas buyers at highwaymen's show

By Neil C. Hurley, Jr.

**Chairman, National Export Expansion Council**

Chicago—A privately financed international organization, sworn to change the face of the earth, openly staged demonstrations here recently without trouble from the federal or local police. The Secretary of Commerce even spoke words of encouragement. The Mayor of the City and the Governor of the State welcomed them.

For these conspirators were highwaymen who contend, that though faith may well move mountains, bulldozers, draglines and dirt moving scrapers, on an every day basis, are more reliable.

Members of the International Road Federation, they were meeting in cooperation with a trio of other sponsoring groups to make possible the Road Show, a twenty million dollar five day splashy extravaganza for 85,000 invited spectators, an event so palatially high flying that it can be held only once every six years.

If one excludes our Canadian neighbors, more foreign visitors, 7,000 from 90 countries, journey to view the gargantuan mechanical dinosaurs of this automated industry, than attend any other United States trade show.

All during the week scores of chartered 707 Boeing aircraft shuttled back and forth to Paris, leased to Caterpillar Tractor, Allis Chalmers, International Harvester or one of the other giants in this sky-scraper high business.

One enterprising French distributor, Richier, Ets., filled a plane on his own, paid the passage of a hundred contractors and swept into Chicago to show his customers the newest in road making machines.

Ringleader of these pilgrims is balding, quiet mannered Robert Swain, formerly of the Texas highway department, who has been president since the international group was formed in 1948.

"Export sales are more than a half billion dollars a year," he told us one evening in his neatly arranged Drake Hotel hospitality suite (chairs to the left, bar to the right, wide clearance in the middle), planned with a road builder's eye for thoroughfare and parking. "Foreign sales are one-fifth of the two and a half billion dollars this industry produces.

"By 1970 this volume going abroad will increase to 50%. Some manufacturers are already exporting 35 and 40 per cent.

"More has been purchased by overseas buyers at this year's exhibits than at any show since 1923. One manufacturer told me he did more business this year than at all previous exhibits in between."

Robert McKindrick, Executive Director of the Construction Industry Manufacturers Association, headed a long line of enthusiastic officials in predicting increased international sales.

"A Beirut dealer just told me" he said, "that a conspicuous advantage in buying American is that replacement parts always fit."

Other industry officials pointed out the foreign aid program of the United States is providing a market for even second hand equipment, which with bigger and faster machines appearing every year obsoletes huge and costly equipment very rapidly.

The show momentarily brightened the air of Chicago's Stockyards, where it was held in the International Amphitheatre, with flashing rainbow colors in gay and dashing Hollywood sets to show power buckets capable of lifting an automobile, bulldozers with tires seven feet high and three feet wide, or the world's largest crawler tractor, weighing fifty tons, with power transmission and sporty bucket seats that can be acquired for $100,000.

It seems that all a contractor has to do is point a couple of machines in the right direction and he gets a mile or so of pavement while still figuring the finance costs.

# Mexican trader and his firm lose U.S. export rights

## Allegedly shipped sugar cane harvester to Cuba; order lasts until investigation is finished

Jose Arce Gutierrez and his firm, Proveedora Agricola Industrial, S.A., both of Mexico City, have been temporarily denied all U.S. export privileges during an investigation into their participation in the illegal shipment of U.S. agricultural equipment to Cuba.

The Bureau of International Commerce's denial order, effective February 21, stated that its investigation to date disclosed that Arce and the named company obtained a U.S. sugar cane harvester and loader and spare parts, valued at over $21,000, which were subsequently transshipped from Mexico to Cuba.

The transshipment was in violation of the U.S. export control law, which embargoes the direct or indirect shipment of such goods and equipment to Cuba.

The Bureau said that the order was issued to prevent Arce and his firm from obtaining other U.S. goods for possible illegal transshipment. The order is effective for 90 days and can be extended until the Bureau's investigation and findings are completed.

The denial order prohibits Arce and his company, and all persons and firms related to them, from ordering, buying, receiving or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal with them or on their behalf with respect to such goods.

## Agricultural show planned at Trade Center in London

U.S. export commodities of interest to British buyers and importers will be displayed at the 4th agricultural exhibition at the London Trade Center April 1-26. The exhibit will stress the quality and availability of U.S. foods, feeds and seeds.

Products being promoted will include feed grains, soybeans, inedible tallow, rice products, dry beans and peas, seeds, turkey roll, and prunes and raisins.

# Chile looks to foreign aid, private investment to help economy overcome inflation

## Business brisk despite devaluation, fluctuating price controls; major changes in income and inheritance taxes proposed; pending guaranty program may up U.S. investments $100 million

Foreign financial aid and the threat of inflation were the principal factors affecting the Chilean economy during the fourth quarter of 1962.

Widespread optimism about increased foreign aid stemmed from President Alessandri's series of meetings in the U.S. with top officials of the U.S. Government, international agencies and various New York banks. Progress toward an investment guaranty agreement plus the President's direct discussions with leading U.S. investors in Chile also held promise of significant amounts of new private investments.

Despite continuing adjustments to the devaluation of the escudo and ever-changing trade and price regulations, business during the fourth quarter continued at relatively high levels. Actual or anticipated private sector wage and cost-of-living adjustments; 15% increases in public sector wage, pension and family allowances; bonification (reimbursement for cost of living increases) of private savings accounts, and consumer fear of higher prices in months to come helped boost year-end sales.

### Price control problems

Price control policies, broadly outlined in October, have been further defined but the Government is still faced with a Herculean enforcement task. For example, in the case of some basic commodities like sugar and edible oil, there have been public charges of speculative hoarding and voluntary rationing carried out by many retail outlets. With higher prices for both oil and sugar, more stocks will probably become available to relieve current shortages.

The notable increase in the value of protested notes (notes, bills and sight drafts) and checks is indicative of insecurity in commercial financing and possible over-extension in past months. The most recently available data (January through July 1962) indicate that the total value of all protested notes increased by 66% over the same period of 1961. The value of protested checks increased 23.7%. Such a record further inhibits credit extension in an already tight credit situation.

Despite these adversities industrial production has maintained an upward trend. Industrial production indices from January through September showed significant increases in production of basic industrial metals, (52%), petroleum and coal derivatives (41%), beverages (23%), and furniture and accessories (18%) over the same period of 1961. However, production of rubber goods was down 11%; leather and leather products, down 6.2%; and tobacco, down 2%. The average general industrial index for January through September increased 11.2% over 1961.

Rising exchange rates and their economic implications have been of major concern to both the Government and business. After 10 months of intensive deliberations and discussions, including those with the International Monetary Fund, the Government finally devalued the banking-rate escudo in October, covering practically all authorized business transactions, from 1.05 escudos to an initial 1.40 escudos per dollar. In the marginal brokers' market the escudo reached a 1962 high of 2.72 escudos to the dollar on November 14, and the rate on January 30, 1963 was 2.77 escudos.

The Government imposed sharply increased surtaxes on practically all permitted imports on October 4, in an effort to reduce the demand for foreign exchange. However, high costs and prices on many essential goods resulted in the Government eliminating the extraordinary surtax rates and by year-end, approximately 50% of the permitted import categories had been reduced.

The resulting increased demand for foreign exchange, coupled with the absence of any significant increase in the supply of exporters' dollars to date, has been reflected in a gradually weakening banking rate. Thus, from an initial rate of 1.4 escudos to the dollar, the banking-rate escudo was valued at 1.8 escudos to the dollar on January 31.

### Inflationary pressures

It is still not clear whether the Government will succeed in stabilizing costs and prices. Continuing devaluation and cost of living adjustments are causing further cost and price increases which may start another round of raises.

At what point this inflationary circle will slow down or come under control is difficult to predict, although the Administration is making a major effort toward renewed stability. A key factor will be how soon the banking-rate escudo reaches relative equilibrium. Foreign aid will help in the short run but an increasing supply of exporters' dollars and decreasing import demand will be the determining factors over a longer period.

Potential U.S. Government investment insurance against risks of expropriation or war damage may generate as much as $100 million in new U.S. private investments in Chile during the coming year. Applications for that amount of new investment insurance are currently pending in Washington, awaiting the Chilean Government's approval of the procedures

**Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.**

**Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.**

**Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.**

to be followed after the private investor has exhausted all local remedial channels.

Working level agreement has been reached with Chilean officials on all legal and administrative procedures and the formal agreement is now awaiting ministerial and presidential approval. The U.S. Government could then institute this new investment guaranty program for Chile even prior to ratification by the Chilean Congress. AID guaranties against inconvertibility are already in effect, based upon a 1960 agreement with the Chilean Government.

Under such a guaranty program, new business investments approved by the Chilean Government may be insured by the U.S. Government at a cost of ½% per annum for each type of coverage desired—expropriation, war damage and/or convertibility. For certain types of investment, extended risk insurance, excluding normal commercial risk coverage, may also be granted—at a cost of 2% per annum. The U.S. Congress has also authorized more extensive commercial insurance coverage for U.S. investments in certain types of housing developments in Chile and other countries.

Chile's 1963 National Budget calls for total expenditures of 1,796 million escudos; including 1,121 million for current expenses, 174 million for amortization payments and 501 million for investment expenditures. With current revenues of 1,208 million escudos providing a current account surplus of 87 million escudos, domestic financing amounting to 284 million escudos and foreign financing equivalent to 304 million escudos, mostly in U.S. aid, are counted on to cover the budget deficit.

## Tax reforms

Major changes in Chile's income and inheritance taxes were still being considered in Congressional committees at the end of the fourth quarter, notwithstanding strong pressure for rapid enactment by the President and his Finance Minister. This bill would greatly simplify both taxes and increase the progressive nature of their rate schedules. The categories under the scheduled income tax would be reduced from 6 to 2, one with rates of 30% on corporation income and 20% on individual income earned principally from capital. The second would apply to income earned principally from individual effort, taxing professional income at 7% and wages and salaries at 3.5%. These changes involve rate reductions, especially for professionals and unincorporated businesses.

However, rates of the complementary income tax are substantially increased and the tax base is broadened by a more inclusive definition of net tax for income, and the elimination of some deductions, exemptions, and areas of special treatment.

On January 1 the Government published its National List of Concessions granted LAFTA members, with special additional concessions for goods originating in Paraguay and Ecuador. Imports from LAFTA member nations on Chile's Concession List continue to be exempt from extra surcharges imposed on imports from all non-LAFTA countries.

### More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

The year ended on a welcome note for Chile's all important mining industry, where record production levels were set by the copper and iron ore producers and the state-owned petroleum industry. Estimated copper production for the year was above 580,000 metric tons, of which about 97% was exported at stable prices. The iron mines produced an estimated 9.3 million long tons of high grade ore, with the 8.8 million tons which were exported earning some $70 million in spite of a considerably weakened world iron market. Crude output from the wells in Magallanes Province jumped from about 9.3 million barrels in 1961 to 11.5 million barrels in 1962.

The 14.3% rise in the cost of living index during this quarter (bringing the annual increase to 27.7%) created considerable discontent among both public and private employees, anticipating that the rising cost of living may not be fully compensated for by salary increases.

The 15% pay increase for public sector employees in December was accompanied by a presidential request that private sector employers grant a similar increase to their employees, pending statutory action of a similar nature. This was done in many instances—most notably by American firms. Finally, the private sector salary increase, retroactive to October, became law in early January. An additional statutory increase of 27.7% in the *minimum* salary became effective January 1st to offset the increase in the cost of living.

The continuing inflation, unless strongly curbed by the Government, has raised fears that labor discontent may become quite serious in the near future.

## Fishery investment

The fisheries industry continues to attract new investment capital—both foreign and domestic. In addition to the formation of new fishery companies, a number of established firms are expanding plant facilities. The industry needs an adequate fleet to support the plants and is urgently seeking new boats or independent fishermen willing to work under contract. The U.S.-Chilean boatyard, Marco Chilena, can produce 20-24 boats a year and currently has all the orders it can handle with present facilities. It is building 100-ton all steel boats equipped with 250 hp. motors and averaging 100-150 ton capacity. Several companies, however, are interested in 250-ton capacity boats capable of fishing tuna when plants are expanded to provide canning and freezing facilities.

A new fishing company was formed recently by 3 young Americans who brought their own trawlers to Chile. They are working under contract with a Valparaiso shellfish company fishing langostinas and shrimp.

Fishmeal remains the more attractive phase of the industry, as it has a ready sale in the international market. Several fishmeal plants of substantial capacity are now under construction in Tarapaca Province. Fishmeal produced in the northern Provinces of Tarapaca, Arica and Iquique, is eligible for 20% to 30% subsidies. Dollars received in payment for fish product exports may be retained by the exporter for the purchase of foreign equipment and materials for operation and expansion of present facilities.

Linea Aerea Nacional (LAN), has been authorized to offer jet service. The 1963 capital budget contains an allocation which will permit LAN to negotiate the purchase of jet planes. It is considering an initial purchase of 2 medium range, 150-passenger or 3 short range, 90-passenger capacity planes. The jets will serve on the Santiago-Lima-Miami international flight and on domestic flights to Arica and Punta Arenas. These 2 airports will require additional lighting and landing equipment for jet service. Los Cerrillos at Santiago and El Moreno, the Army field, at Antofagasta, are the only airports presently equipped to handle jets.

The Ministry of Public Works spent 79 million escudos, or 56% of its 1962 budget, on the planning, engineering, construction and maintenance of Chile's highway system. The major portion of work and funds has been put into the Pan American Highway, the longitudinal trunk road of Chile's highway network. The Ministry's Highway Department expects to complete this road south of Santiago this year and the entire highway by 1965. There are still a number of bridges to be built in the southern section, particularly the area affected by the 1960 earthquake.

The 57 km. road from Melipilla to the new hydroelectric plant at Rapel, built with the assistance of PL-480 funds, was opened January 3. It is a 7-meter asphalt road with a 12" base coarse. For the first time in Chile, soil cement was used for grading on the 24-kilometer mid-center stretch to avoid hauling gravel an excessive distance. This practice was observed by Chilean highway officials in the U.S. and applied here on an experimental basis. Its application may result in a substantial saving in road construction, particularly in northern Chile.

### New foreign aid

President Alessandri's December visit to the U.S. had potential tangible and intangible effects on Chile's business climate. A general feeling of optimism for Chile's economic future, despite present difficulties, stemmed from assurances of moral and financial support given to the President for Chile's Ten-Year Development Plan under the Alliance for Progress.

Concrete evidence of foreign backing for Chile's economic efforts became public shortly after the President's visit to the U.S. On January 14 the International Monetary Fund (IMF) announced a stand-by loan of $40 million on which Chile could draw up to $10 million through March, and the rest throughout 1963.

# Katanga being reintegrated into Central Congo economy

## Transport sector was hardest hit during recent hostilities; Industrial plants remain intact; power lines being rebuilt

The progress that has been made recently in reintegrating Katanga should soon restore the economy of this province to normal.

Damage to private property from the recent hostilities was almost negligible. In general, industrial plants remain intact, and the repair of war damage has commenced.

A sulfuric acid plant in Jadotville was shut down during the fighting and will require about 3 months to regain peak production. This could affect the refining rate of copper oxide ores from the open-pit mine at Kolwezi, although it may be possible to make up for this loss by an increase in blister copper output at Elisabethville. This type of refining, however, requires additional processing outside the Congo.

### Power units repaired

There has been considerable damage to electric power installations, but Union Miniere engineers feel confident that both civilian and industrial needs can presently be supplied by the existing power output. Most of the damage occurred at Fungurume, where the destruction of a step-down transformer has reduced the capacity of the electrified railway running between Jadotville and Kolwezi. At Jadotville, the Union Miniere, which operates one of the finest and most extensively equipped workshops on the African Continent, is already turning out whole sections of high tension poles for the reconstruction of power lines.

Transport has been the hardest hit. Of the most immediate importance to the reactivation of Katanga's economy is the reconstruction of 5 bridges connecting Elisabethville with the ports of Matadi (via the so-called National Route) and Beira, Mozambique, and providing a rail link between the extensive operations of Union Miniere in Jadotville and the port of Lobito, Angola. Three of the 5 were expected to be back in operation by the beginning of March.

The total foreign exchange needed for the repair of all 5 bridges and the Fungurume power station has been estimated at approximately $1.3 million. Under the United Nations' plan for national reconciliation, foreign exchange earned in Katanga is to be shared with the rest of the Congo. However, the basis on which foreign exchange is to be allocated between Katanga and the rest of the country has not been decided.

The supply of petroleum products is also tied to the availability of foreign exchange. The total monthly requirement of all petroleum products for South Katanga runs to the equivalent of about $600,000. These products can be shipped from Beira, Mozambique, and Lobito, Angola as far as the blown bridges on the rail lines and then trucked overland until the rail lines are operating again. But the 4 oil distributing companies here require foreign exchange allocations to finance these imports.

Supply of food is another problem confronting Katanga. The U.S. has assisted through PL-480 operations of various types.

Another phase of the food program is under negotiation. This would make corn, rice, flour, tobacco, frozen chickens, and milk products available through commercial channels, thus helping to combat a clearly visible upward trend in the cost of living. Since these commodities will be paid for in local currency, savings in foreign currency should be realized.

### Signs of merger

Along with economic recovery, Katanga's economic reintegration with the rest of the Congo is also taking place. Most evident signs of this economic reintegration are the Central Government's takeover of the former Katanga National Bank, the conversion of Katangese currency into Congolese francs, which began February 5 (see February 25 issue of *International Commerce*), and the exchange of Katangese postage stamps with Central Government's stamps, which are now the only ones being recognized.

Katanga's economic reintegration with the rest of the Congo should bring about an expansion in the volume of U.S. sales to that country, since Katanga in the past was the major outlet for American exports to the Congo.

# New port, foreign financing expected to further improve Ecuador's economic outlook

## LAFTA membership widens outlets for expanding exports; new import taxes passed to help combat budget deficit; 1962 Industrial Promotion Law attracts foreign investors

Business conditions in Ecuador continued to show signs of improvement during the fourth quarter of 1962, due largely to participation in LAFTA and new international loans and investments. Ministry of Development efforts to diversify agricultural production in order to reduce imports have also helped, according to the U.S. Embassy in Quito.

The economy is expected to pick up increased momentum during 1963. The January dedications of the $2.5 million tire factory in Cuenca and the $17 million port facilities in Guayaquil were auspicious symbols of the increased economic activity.

Provisional year-end foreign trade data indicate that 1962 exports were $9.6 million ahead of the 1961 figures, with imports slightly below 1961. The Government is continuing to push ahead with public works projects, mainly in the transportation area. The key question at the beginning of 1963 was whether the Government would be able to resolve the pressing fiscal problems in the public sector and avoid actions that would stifle the initiatives now emerging in the private sector.

Ecuador's international reserve position was greatly improved at the end of 1962. Reserves, which declined to an all-time low of $4.4 million in June 1961, had increased to $20.8 million by the end of 1962. The increase was largely the result of increased export earnings. At the close of 1962 reserves began to decline due to seasonal factors and payments made on foreign obligations.

### Fiscal trouble

The fiscal situation was very difficult in 1962 and the Government, unable to finance the total budget deficit of about 400 million sucres (18 sucres = $1), obtained a $7 million budget support loan from the U.S. The 1963 budget was submitted to the Congress for consideration in mid-October, with much controversy as to whether or not it was in balance. As finally approved by Congress the 1,725 million sucre budget provides 1,373 million sucres for operations and 352 million sucres for capital expenditures.

To help overcome the anticipated budget deficit, the Congress passed separate legislation creating new taxes. Among the measures included in this legislation are reintroduction of the 20 centavos per kilo tax on imported wheat, creation of an additional tax of 1% and 2% (ad valorem c.i.f. bases) respectively, on List I and List II imports, and an additional 4% ad valorem tax per bottle on imported liquor.

The 1963 budget continues under study by the executive branch of the Government, which is seeking to reduce the projected 1963 deficit through reduction of expenditures, but more likely through the introduction of additional taxes.

The Government's ability to float any substantial additional public loans domestically in 1963 is generally doubted. However, continuation of the favorable business climate and an anticipated higher level of imports in 1963 would create a consequent increase in revenue from this source.

There was a general agreement that 1962 ended on an upbeat. A high level of Christmas sales, good exports, and an anticipated favorable balance of trade for 1962 have caused a feeling of confidence and expectation throughout the business community for 1963. Industrial activity was highlighted by the long-awaited inauguration of the Ecuadorean Rubber Company's $2.5 million tire factory in Cuenca on January 25 and by the opening of the new Port of Guayaquil on January 31. The tire plant, which is the result of joint U.S.-Ecuadorean investment, is expected to turn out roughly 40,000 auto and truck tires for the domestic market in its first year of operations. The opening of the plant's operations also appears to be arousing greater interest in the possibility of other joint venture operations with foreign capital.

### Law promotes investment

The 1962 Law for Industrial Promotion is continuing to attract new investment groups. As of January 9, 1963, some 45 new industries and 20 existing industries have applied for benefits under the law since it went into effect in August 1962.

The new benefits to investors reflect the Government's desire to take full advantage of Ecuador's membership in LAFTA. The Government hopes that these new policies, added to the attraction of the larger LAFTA market, will accelerate the nation's industrialization. Last June Ecuador submitted to the President of the Permanent Executive of LAFTA a list of 21 products on which it hoped to obtain concessions from other LAFTA countries. At the second annual LAFTA meeting last fall in Mexico City, Ecuador was granted special tariff concessions as an underdeveloped country.

Provisional year-end 1962 figures indicate that Ecuador's exports for 1962 were about $136.6 million (adjusted value), approximately $9.6 million ahead of 1961. Banana exports increased to

### Disqualified ships

The Maritime Administration has published a list of vessels which have been barred from carrying U.S. cargo because they have called at a Cuban port since January 1, 1963.

Inquiries concerning this list should be referred to:

Mr. John K. Tennent
Acting Public Information Officer
Maritime Administation
Department of Commerce
Washington 25, D.C.

Capt. Hewlett R. Bishop
Atlantic Coast Director
Maritime Administration
45 Broadway,
New York, N.Y.

Capt. Thomas A. King
Gulf Coast Director
Maritime Administration
701 Loyola Ave.
New Orleans, La.

Mr. Lloyd C. Fleming
Pacific Coast Director
Maritime Administration
180 New Montgomery St.
San Francisco, Cal.

34.3 million stems, compared with 32.7 million stems in 1961. However, the adjusted value of banana exports (which most nearly reflects the true f.o.b. price) remained at approximately $80 million due to slight declines in U.S. wholesale prices. Cacao exports also remained at the 1961 level, but coffee exports increased by $6.6 million in value, hence accounting for roughly two-thirds of the increased value of exports.

With exports at a high level, imports for the January-September period were running approximately $1.6 million below 1961. This was due largely to uncertainties surrounding the preparation and publication of the 1962 customs schedule, issued in July 1962; to concern over political stability in the early part of the year; and to Government restrictions on the importation of automobiles clamped on in January 1962.

Detailed statistics for actual imports during October-December 1962 are not yet available. However, October figures indicate a significant increase in imports over the same month of 1961, possibly reflecting a 4th quarter business upswing. The number of import permits liquidated tends to substantiate the likelihood of increased imports in the latter part of 1962. Year-end import figures will probably be in the vicinity of 1961 levels.

### Trade balance rallies

Unofficial estimates are that Ecuador had a favorable trade balance of $35 million in 1962, $12 million above 1961. If these estimates are accurate, Ecuador will have made considerable progress toward restoring its traditionally high favorable trade balance, which was estimated at $38 million in 1960.

The Government's major fiscal concern will be determining the extent to which increased imports can be permitted, both to increase Government revenues, some 50% of which depend on customs revenues, and to stimulate industrial development. To support an increased level of imports, the Government will have to at least maintain current export levels, and preferably should try to stimulate them even further. The Latin American Free Trade Association (LAFTA) may prove highly important to Ecuador in this regard.

Unconfirmed reports indicate the apparent development of new export possibilities for Ecuadorean products during 1963, including a $2 million quota for banana purchases by Japan. Increased pineapple exports to Chile are expected, following Chile's removal of its customs duties on the fruit. Colombia may import some Ecuadorean cement, and Canada appears interested in increased purchases of Ecuadorean bananas, sugar, and rice. Good prospects are also reported for initiating banana exports to Argentina.

Ecuador has applied to international lending institutions for road construction loans totaling about $45 million. The TAMS American Corporation (Tippetts, Abbett, McCarthy & Stratton) has been retained by the Government of Ecuador to supervise construction of both existing road projects financed by the World Bank and for the new projects, should their loan applications be granted. Meanwhile, the World Bank has given Ecuador $340,000 for a national transportation survey which will be carried out by the U.S. consultant engineering firm of Parsons, Brinckerhoff, Quade and Douglas of New York.

The Government is considering 2 proposals, one American and one European, for rehabilitating the southern branch of the national railroad (Duran-Quito) and extending the oil products pipeline now operating between Bucay and Palmira from Bucay to Duran on the southern end and from Palmira to Quito on the northern end. The cost of this project is estimated at between $15 and $20 million.

In early December, an emergency Government decree authorized the autonomous northern branch of the railroad to borrow up to $20 million for its rehabilitation, improvement of the port of San Lorenzo and colonization of the Lita-San Lorenzo area. Action on these long-discussed projects is likely to be delayed until completion of the World Bank financed transportation survey.

The Ministry of Development is attempting to diversify agricultural production in order to reduce imports. Tobacco, rubber, tea, jute and kenaf will be emphasized. The Export-Import Bank recently granted Ecuador a $5 million loan to help build and improve the country's herds. U.S. dairy and beef cattle will be purchased by the Ecuadorean Ministry of Development.

## AID loans will help Bolivia's tin mines regain productivity

The Alliance for Progress has announced 2 loans to help the national tin mines of Bolivia return to profitable levels of production and operation.

The Agency for International Development will lend $5 million and the Inter-American Development Bank $4.86 million to Corporacion Minera de Bolivia (COMIBOL) for dollar costs of mine development this year. AID will also make available the equivalent of $1.26 million in local currency to finance reassignment of surplus workers and $3 million worth of Food for Peace commodities for COMIBOL Commissaries.

Some $2.3 million of the AID loan will pay for new mine and mill equipment of U.S. origin and $140,000 will partially cover the expenses of advisors overseeing the rehabilitation program. The rest will be tied to U.S. imports with the local currency generated from their sale used to finance the COMIBOL deficit.

# Firms in non-member nations can bid on EEC aid projects to its associates

The Commission of the European Economic Community (Common Market) has decided that nationals of non-member countries may participate in aid projects financed by the European Development Fund, established in 1958 to aid development of EEC-associated countries, most of which are in Africa.

Invitations to bid for labor and supply contracts in projects financed by the Development Fund had been limited to individuals or firms of the 6 EEC member countries or the associated countries.

Initially, the Commission proposes to limit outside participation to contractors in countries cooperating with the Community in development aid on a permanent basis, either under special agreement or in joint bodies.

Before a call for bids is issued, the Commission will consult with the associated state in which a Development Fund project is to be launched. On the basis of this consultation, it will consider the possibility of awarding contracts to nationals of non-member countries.

The Commission's decision to permit wider participation in development projects was taken in light of 1962 discussions in the Community and in various international organizations on the question of "tied aid"—aid which limits participation to contractors from the donor country only.

# Oil-rich Libya expects first favorable trade balance in '63; foreign investment welcome

## Government reorganization strengthens central authority; another oil field discovered; new oil port formally opened; several light industries started in drive to diversify economy

As 1962 closed, Libya could foresee its first surplus of merchandise exports over imports. This favorable prospect comes from rising petroleum exports, which will also furnish the revenues to implement the development plan now under study.

Constitutional amendments adopted during December give Libya a new political unity which should make the Government a more efficient and effective mechanism for contributing to economic development.

For the American businessman, the net result of these changes makes Libya increasingly attractive as a potential market and a site for investment. The principal limitation remains the smallness of the domestic market, an estimated 1.2 million total population, although it is hoped that rising per capita income will make the market more promising despite its size. This should create new investment opportunities, though on a relatively limited scale, in view of the announced Libyan Government policy of favoring foreign and domestic investment and of affording preferential treatment and protection to local industries.

### Government overhauled

The principal recent event was the governmental reorganization which followed a series of sweeping constitutional amendments early in December. The amendments sharply reduced the powers of the provincial administrations and enlarged those of the Federal Government, giving the latter almost complete control of nearly all aspects of economic activity. The one notable exception is agriculture, which remains a predominantly provincial responsibility.

Implementation of the amendments through personnel transfers and restructuring of federal ministries began promptly after their adoption, but is expected to take several months.

Centralizing the administration on a national basis ought to improve administrative efficiency. However, the lines of authority and responsibility for planning, financing, and supervising development will remain unclear until the development plan is drawn and initiated.

The December Throne Speech to Parliament again promised that the Five-Year Development Plan would be submitted to Parliament at an early date. While this is still anticipated, the reorganization of the Government poses additonal questions to the procedural problems and evaluations considered in development planning.

Budgetary and administrative procedures will have to be revised to allow for revenue collection and budgeting on a national basis only, in lieu of the national and 3 provincial systems in effect before. Income tax, for example, was wholly a provincial revenue, and petroleum royalties and other revenues were specifically allocated (70% to the Development Council, 15% to the Federal Government, and 15% to the province producing the oil). There will probably be problems in sorting out provincial credits or debits, which will be passed on to the national government.

### French language material

**The U.S. Embassy, Conakry, Guinea, would appreciate regularly receiving 10-15 copies of any illustrated brochures, calendars, or informational booklets which are published in the French language by U.S. companies.**

**Brochures on the plywood and aluminum fabricating industry, aircraft, automobile, food & drug industries would be of particular interest.**

**Appropriate material may be mailed directly to the U.S. Embassy, c/o Commercial Officer, Conakry, Guinea.**

The problems and difficulties are imposing, but at the same time, Libya is in the relatively fortunate positon of having assured foreign exchange earnings. The problem and the opportunity for U.S. investors and marketers, is to find the means locally to secure trade or to provide services and commodities to development projects.

This involves assumption of risks and competition in a situation where the opportunity looms large, but the profit may belong in developing. Firms may also have to combat established preferences for working with companies that have already done business in Libya.

### Trade fair

With Libya approaching its first trade surplus in 1963, and thus appearing as an increasingly desirable trading partner, stepped-up attention was devoted to the 1963 Tripoli International Fair which opened in mid-February. By early January, 22 countries—including the U.S., Great Britain, and the Soviet Union—had reserved space for exhibitions, and a total of 105 pavilions were already confirmed (including 58 foreign firms and 34 companies incorporated in Libya). Fair officials report that total exhibit space is up at least one-third over last year, and expect this year's Fair to top the 1962 record of 178,000 visitors.

Libya has also received special attention from several nations seeking to strengthen their position in this expanding market, and the Libyan Government itself has opened its first overseas commercial center. Early January brought both a Hong Kong delegation and a Japanese floating fair, with the latter an enormous popular success during its visit to Tripoli. Also in early January, Libya opened a trade center in Milan, Italy, which is planned as the first of a series of commercial showcases to stimulate and diversify Libya's foreign commerce.

### 1962 deficit small

Although final 1962 trade statistics will not be available for several months, preliminary indications based on petroleum export data suggest that the net deficit on merchandise account is likely to be only about $19.6 million, less than one-fifth of the 1961 deficit.

Imports during the first half of 1962 totaled $80.9 million but increased port activity during the final quarters of the year indicated an annual total in the neighborhood of $168 million, about the same as 1960, and up from $148.4 million in 1961. Again, machinery and transportation equipment, primarily for

the oil companies and related enterprises, represented about one-third of overall imports.

On the other side of the ledger, exports other than petroleum were expected to remain at approximately the same low level as in 1961, between $7 million and $8.4 million. Petroleum exports, however, jumped from about $16.8 million in 1961 to an estimated $140 million in value, virtually erasing the deficit.

The 1963 outlook is for a substantial surplus on merchandise account, since a continuation of petroleum exports at the present average of 8 million barrels monthly would amount to over $196 million in exports. In view of petroleum industry developments, however, the actual increase over 1962 is expected to be even greater.

There was little change in the domestic financial picture in the final quarter of 1962. In December, Parliament gave formal approval to a supplementary budget promulgated by Royal Decree in August, raising total appropriations under the 1962-63 ordinary budget from $54.6 million to just under $61.6 million. Drafting of the 1963-64 budget for the fiscal year due to begin April 1 is presumably underway, but no indications of the new budget's magnitude have been released. There are no known reasons to expect a large budgetary increase but, under the revised administrative form of the Libyan Government, the ordinary budget will presumably incorporate most of the previous provincial budgets. Thus, the federal budgetary level, as well as its form, will show a considerable change.

### Bank adds branches

The National Bank announced plans to open 4 new branches at Derna, Tobruk, Misurata, and Garian in the near future. Foreign exchange reserves dropped slightly during October to $92.4 million, from an August high of $98 million but subsequently recovered. Currency in circulation continued its steady climb to reach $44.2 million by the end of November, over $8.4 million higher than a year earlier. This latter level will probably continue to rise as increased oil revenues accelerate public spending and stimulate economic activity generally.

The final quarter of 1962 brought new highs in production and export of crude oil, despite some loss of potential exports when December gales curbed port operations. Total exports for the quarter exceeded 24 million barrels, and the year-end report of the Petroleum Commission showed 256 producing wells with a tested (potential) rate of production of 375,748 barrels per day. With 49 rigs still drilling throughout Libya and offshore drilling scheduled to begin in April, the outlook remains bright for steadily increasing petroleum production and exports.

Petroleum industry developments during the quarter included the formal opening of the petroleum port at Ras-es-Sidr, a major discovery well, and progress on the construction of pipelines and other facilities. The port built by Oasis, at Ras-es-Sidr, first used for exports in June 1962, was formally inaugurated late in November by the Libyan Crown Prince. At the end of December, Oasis received Libyan Government permission to construct a pipeline tying a second producing field in Cyrenaica's Concession 59 into the complex currently feeding the Ras-es-Sidr port. A second feeder pipeline, being built by Esso to link its Raguba field, held jointly with Libyan-American, to the Zelten-Marsa el-Brega line, is nearing completion. A projected pipeline from the British Petroleum-Nelson Bunker Hunt Concession 65 in southern Cyrenaica to the port of Tobruk remained under study. Other facilities in the construction stage include a second gas-oil separating plant for Esso's Zelten field and the Esso refinery for Marsa el-Brega, which is due to begin operation in June 1963.

### Still more oil

The discovery well was reported by Phillips Petroleum, which announced a test flow of 2,285 barrels of 45 degree gravity oil daily from a well in its Concession 92 in Tripolitania, the first such success in an area forming part of a relinquished concession. Company officials expressed the hope that the discovery might be in the magnitude of several hundred million barrels if the entire seismic structure produces, thus giving a further boost to Libya's known resources.

The Phillips well has given an added fillip to the generally bullish outlook of oil company officials in Libya, which has been further reflected in the actual or planned establishment of several new oil field contracting firms over recent months.

Several new industrial operations and a significant mineral concession reported during the fourth quarter have promised additional diversification of the Libyan economy. Following the granting of an iron ore concession in Fezzan, the Cyrenaica Government in November granted permission to an American-backed firm for exploration and exploitation of potash deposits near Marada. These deposits, comprising both potassium and magnesium salts, were worked on a small scale during the Italian occupation of Libya, but the availability of fuel from the nearby refinery under construction at Marsa el-Brega is expected to render their exploitation more economical.

The quarter also brought formation of Libya's first cement company, which hopes to have a plant operating in Tripoli by 1965 to supply the country's requirements of this basic construction material. In Benghazi, Libya's first appliance factory, producing gas and electric hot water heaters, reached an output of 80 units daily, and its owner signed an agreement to export half the units manufactured to neighboring Tunisia. Efforts are underway to expand the operation to include production of such other appliances as stoves and refrigerators.

Other small industries reportedly being set up in Benghazi include factories for the manufacture of nails and undergarments, while there are reports that a group of Libyan entrepreneurs plans to give Cyrenaica its first brewery since the Italian occupation period.

This movement of domestic capital into light industry is particularly encouraging in view of the high rate of return still obtainable in the construction field. According to a report published by the National Bank, costs of residential construction can be amortized over a 4 to 5 year period in Benghazi and an 8 to 10 year period in Tripoli, thus allowing a return of 10-12% even in the latter city where the building boom has begun to slacken.

Shortages of skilled labor continue to plague would-be industrial entrepreneurs, but the combination of rising per capita income and the favorable Libyan Government attitude toward new industries have generally made it worthwhile to hire expatriate managerial and technical personnel until such time as Libyans can be trained.

## Stanford Research Institute to help Cyprus' 5-Year Plan

The Stanford Research Institute of Menlo Park, California, has been awarded a $392,000 Agency for International Development contract to assist Cyprus in economic development planning.

Under the contract the Stanford Research Institute will provide technical advice and assistance to the Government of Cyprus through its Economic Planning Commission, in forming the first 5-year Development Plan of the Mediterranean nation.

The contract, awarded to Stanford Research by the Government of Cyprus, is financed under the United States foreign aid program.

# Moroccan stability revives optimistic economic outlook

## New Constitution gives King direct control of economic planning; PL 480 shipments swell U.S. sales; inflationary threat persists

The prospects for the Moroccan economy for 1963 are causing optimism among the business community.

Their prevailing mood, which can be described as hopeful rather than confident, seems to be partially based on a feeling of increased political stability resulting from overwhelming approval of the King's draft constitution in the December 7 referendum. There is talk of increased investments in local industry and a general buoyancy in the economic climate, according to the U. S. Embassy in Rabat.

The Constitution places economic planning and development under the direct supervision of the King and limits parliamentary powers regarding public finance. Under the new plan, the Mineral Research and Development Bureau (BRPM) and the Bureau of Industrial Studies and Investment (BEPI) as well as the Phosphate Office (OCP) will be transferred from the Ministry of National Economy to the newly created Superior Council of National Development and Planning, which will be directly under the King.

It is still too early to state whether this shift will alter basic economic policy; however, it is expected that there will at least be a reassessment of certain development projects, with perhaps more emphasis on their economic viability.

More active consideration may also be given to Morocco's relationship to the Common Market. The close ties with France which were reestablished last year may be further expanded.

### Government expenditures

The 1963 budgets for operations and economic development were approved in December. Both budgets contain significant increases over 1962: 12% for operations and 42% for economic development.

Moroccan Government expenditures for economic development are set at $144 million, compared to $101 million in 1962. The major increases are allocated to Agriculture and Public Works. Public Works increases will go mainly for the *Promotion Nationale* program and the financing of various development projects such as the Safi chemical complex, studies for the steel mill to be built at Nador, civil aviation, ports, railroads, electric power distribution, and the hydroelectric plant at Machra Klila. Agricultural expenditures will be principally in irrigation extension, rural improvements and research.

The development budget is to be financed mainly through foreign loans. The Government estimates that it will be able to raise only $33 million from its own resources, or 23% of the total budgeted for development. The balance is expected to be covered by a German credit (for the Safi complex infrastructure), advances from existing U.S. Development Loan Funds, and new credits from other countries, especially France and the U.S.

**Who to ask**

**Information on displaying and selling your products through international trade fairs is available from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. Tel: WOrth 7-3713.**

The agreement between Morocco and IBRD signed at Washington in December, opened a $15 million line of credit in favor of the Moroccan Development Bank (BNDE). The credit is intended to contribute to Moroccan industrial development through loans for specific development projects approved by the Bank. The contingent agreement for the participation of the International Finance Corporation in the capital of the BNDE was signed at Rabat in January. This accord provides for a $2 million increase in BNDE ordinary shares, three quarters of which will be taken up by IFC.

### Inflationary threat

Lurking behind the brighter hopes that are beginning to appear is the persistent threat of creeping inflation. The Casablanca cost of living index rose to a new high of 115 in November, representing an increase of more than 5% in 12 months.

The index remained at the same level in December, thereby requiring the Commission on Prices and Wages to consider a wage raise. The Government authorized a 5.7% wage raise in January 1962 on the basis of the Commission's recommendation. However, at a recent Commission meeting no agreement on a recommendation was obtained. Therefore, it is expected that the matter will be referred to the King's Council of Ministers without a recommendation, and the Council will probably order a 5-6% wage increase despite larger demands by the labor unions. Coming at a time when food stocks are still low, this wage increase will not help arrest the upward movement of prices.

The imposition of heavy import duties on a long list of consumer goods in September 1961, in an attempt to rectify the imbalance of payments, has also lent support to the upward trend in prices.

Reflecting and aggravating the inflationary trend, money in circulation continued to rise throughout the year. Bank deposits also continued to rise, following the trend which began a year ago. While some of these increases represent added foreign holdings and loans to the private sector, a large part represents inflationary Treasury operations.

### Foreign trade

Moroccan imports declined 4.6% to $430 million in 1962 while exports increased by 1.8% to $352 million. Imports from the U.S. during the first 11 months of 1962 increased to $56 million from $44 million for the corresponding period in 1961. Moroccan exports to the U.S. amounted to $8.8 million during the first 11 months of 1962, a decrease of about $1 million.

The increase in U.S. imports was largely attributable to PL-480 wheat shipments Cotton and synthetic fiber textiles also showed some gains, as did automobiles. American cars are heavily taxed, and thus definitely luxury items, but they are not subject to the quota limitations protecting the smaller cars assembled by the new SOMACA plant.

The U.S. continues to be Morocco's second most important source of supply after France. Imports from France during 1962 declined markedly, particularly in automobiles, petroleum and in luxury products.

In general Moroccan export prospects appear good for early 1963, in spite of the crop damage caused by the floods in the Rharb region. Citrus losses caused by flood have been estimated by the citrus producers' trade association at 10% of the total Moroccan production, or 45,000 tons.

# Argentine roads get Alliance loan for $30.5 million

### Projects scattered thru country; procurement limited to U.S. goods

Argentina's road network will be expanded by approximately 1,200 miles (1,835 kilometers) under a $30.5 million dollar Alliance for Progress loan through the Agency for International Development.

Forty-three sections of 14 roads, running from the north border province of Formosa to the southernmost province of Tierra del Fuego, will be constructed or improved under the loan in approximately 3 years.

Procurement of equipment to be imported for completion of these sections will be limited to U.S. suppliers.

Additional financing for the same roads is being done under a $35 million World Bank credit.

On projects financed through World Bank loans, all equipment is procured through international competitive bidding.

The 1,835 kilometers for which assistance is being provided by AID and the World Bank have priority in the 10-year National Highway program, which is estimated to involve a total expenditure of $690 million. During the 1963-1965 period, Argentina will provide the equivalent of $160 million for financing other road projects included in the program.

The program ultimately will be financed out of local user tax revenues. These revenues will come from taxes on the sale within Argentina of tires, gasoline, and trucks of more than 12 tons.

The loan, through the developing road system, is aimed at accelerating the economic growth of Argentina, by facilitating transportation from sources of production in the interior to the industrial section, mainly concentrated along the Atlantic coast of Buenos Aires province, as well as between major provincial centers.

Turn to page 18 for a report on the Central America highway situation, and its effect on U.S. business prospects in the area.

## Pakistan gets $12.9 million to purchase U.S. equipment

The Agency for International Development has authorized 2 loans totaling $12.9 million to Pakistan for soil improvement and civil aviation projects.

The larger loan, for $10.8 million, will finance the dollar costs of installing tubewells to reduce waterlogging and soil salinity as well as provide irrigation water to West Pakistan's most important agricultural area. The project involves 815 tubewells, pumps, power facilities, drainage works and transportation equipment.

The other loan, for $2.1 million, will finance the purchase and installation of traffic control, navigation, communication and safety equipment for the principal airports and airways of West and East Pakistan.

The equipment, to be purchased in the U.S., includes radio transmitters and receivers, direction finders, landing instruments, generators, radio beacon and components, tape recorders, lighting systems and vehicles for search and rescue and fire fighting. The list is based on recommendations of a Federal Aviation Agency technical assistance team.

# U.S. engineer firm will survey new 'Road to Mandalay'

### AID-backed project will give Burmese specialized training; Survey to take about 6 months

The U.S. and Burma have signed an engineering agreement for the design of the first section of a new "Road to Mandalay," running from Rangoon to Mandalay.

Under the agreement, final engineering designs of the 42-mile stretch between Rangoon and Pegu will be prepared by an American engineering firm. The firm will prepare all detailed working drawings and final specifications necessary for construction and bidding documents which will be used to invite competitive bids from U.S. construction firms when the survey is completed in about 6 months.

The Chief of Engineers, Dept. of the Army, Washington 25, D.C., is the implementing agency for this project, and inquiries should be directed to his office.

During design and construction of this section of highway, up to 65 Burmese engineers and technicians and 500 skilled construction workers will receive on-the-job training.

The 400-mile Rangoon-Mandalay Highway is 1 of 2 Burmese projects the U.S. agreed to assist with $30 million and $6 million worth to PL 480 Kyats. The other project is a new college campus for Rangoon University at Thamaing, which is under construction.

# Investment study of Thai paper mill backed by AID

### Will pay half of survey's cost if firm decides not to invest

The Agency for International Development has approved an investment survey to determine the feasibility of establishing a paper mill and box factory near Bangkok, Thailand.

AID will provide half the estimated $75,000 cost of the study to the potential investing firm, Parsons & Whittemore, Inc., of New York City. If the firm decides not to go through with the project, the survey report becomes U.S. Government property, for its use in exploring other potential investment interests. Otherwise, the company will reimburse AID for its conditional grant.

A 4-man team is expected to complete the survey by July 1. If the results are favorable, Parsons & Whittemore intends to invest 20% of the equity in a $6.5 million kraft paper mill with an annual capacity of 45,000 tons.

The New York firm stated that it had completed 9 major mill projects, the latest one in India, and has made equity investments in 12 pulp or paper mills in 7 different countries.

The proposed plant near Bangkok, when finished, would employ between 400 and 500 people, produce paper products valued at $10 to $20 million annually, and will save Thailand an estimated $5 to $6 million each year in foreign exchange.

# Mexico stresses low-income housing in basic reform of legislation on operations of credit institutions

**Measure also allows longer time limit for repair and improvement loans, extended export-credit periods, machinery-purchasing aids**

A major reform of Mexico's legislation governing credit institutions was enacted at the end of 1962 and took effect Jan. 3, 1963. As reported in *Diario Oficial*, it includes a low-income housing finance program, a longer time limit for repair and improvement loans, an increase in export credit periods, and mechanisms for acquiring savings to finance machinery and consumer durable purchases.

Housing with a "social interest" (low-income housing) is to be furthered by the reform's financial program. Savings institutions, mortgage banks, savings and loan banks, and capitalization banks authorized to create savings and loan departments are named as eligible to participate.

### Provisions

Loans will be granted for construction or acquisition of low-income housing meeting criteria to be determined by the Bank of Mexico. General regulations, formalities, and other program details must be approved by the Ministry of Finance and Public Credit in consultation with the National Banking Commission and the Bank of Mexico.

Savings institutions are permitted to grant mortgage loans up to 80% of the value of the guarantee, and to create special mortgage-savings accounts. Mortgage banks may lend up to 80% of the guaranteed value. Deposit banks and industrial development banks may form mutual associations for collecting savings and investing in mortgages on construction or purchase of housing meeting conditions set by the Bank of Mexico.

### Improvements, repairs

Loans for improvements and repairs may now be granted for up to 10 years instead of the previous 5-year limit; export credits, for periods varying from 180 days to 3 years rather than the previous 180-day maximum, renewable 1 or more times, but not exceeding 360 days.

**Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.**

Specialized credit may now be established within the capitalization banks for acquisition of industrial or agricultural machinery and equipment for basic activities, and for acquisition of consumer durables. Plans must be approved by the Ministry of Finance, Bank of Mexico, and/or National Banking Commission, as appropriate. Copies of pertinent revisions of the General Law of Credit Institutions may be secured, on a loan basis, from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

### World Bank

Mexico's Congress also increased to $300 million the guarantee that the Government may make through Nacional Financiera to cover loans made by the International Bank for Reconstruction and Development. Credit operations covered by this guarantee must be made before Dec. 31, 1965. The previous $250 million limit was set in a legislative authorization published in *Diario Oficial* of Jan. 4, 1961.

An amendment to the General Law of Titles and Credit Operations changes the securities law to allow private incorporated companies to hold treasury stock against the issuance of convertible debentures. Thus, for the first time, Mexican firms can market fixed-income bonds with devaluation protection. Convertible debentures allow for exchange into common stock, at bondholders' option and within the established time period, at predetermined prices.

## Italians get green light on foreign securities

Effective April 1, Italian citizens and firms will be permitted to buy and sell foreign securities issued or payable abroad which are publicly listed on security exchanges, and to deal in such securities with payment in lire, the U.S. Embassy in Rome reports.

Purchasers of such foreign securities must deposit them with Italian banks or with foreign banks for the account of Italian banks. Although this step is taken in implementation of an EEC (European Economic Community) directive, the liberalization is not limited to investments in securities issued in other EEC countries.

Liberalization of portfolio investment will remove one of the major remaining controls on free capital movements. Previously, individual Italian residents were forbidden to purchase foreign securities except for bonds issued by international institutions of which Italy is a member (i.e., the World Bank and the European Investment Bank), or by the Inter-American Development Bank.

## Finland to cut another 10% from duties on EFTA goods

An administration bill now before Finland's parliament authorizes a further 10% tariff cut on industrial and certain other goods entering Finland from other European Free Trade Association (EFTA) countries, effective Apr. 30, 1963, the U.S. Embassy in Helsinki reports.

The new cut will bring Finland's total preferential reduction on goods from EFTA countries to 50% on the established rates of duty. This level has already been reached by all other EFTA member countries.

Finland became an associate member of EFTA on July 1, 1961. Other members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland, and the United Kingdom.

# Finland backstops exporters facing financial losses

## Guarantee law calls for partial coverage against varied risks

To help exporters meet financial risks, Finland has enacted an Export Guarantee Law providing insurance against various types of financial loss, the U.S. Embassy in Helsinki reports.

Risks covered by the law (effective Jan. 1, 1963) include: failure of the buyer to make payment; transportation losses not covered by insurance; losses connected with storage or marketing abroad; losses caused by import restrictions, exchange restrictions, and similar measures; losses brought about by major economic disturbances abroad; losses from increased production costs; losses due to *force majeure* being construed contrary to general trade practices; losses brought about by declaration of a general moratorium abroad.

### Partial compensation

The guarantees afford partial but not complete compensation for these losses, with the actual percentage to be administratively determined. There is a $312.5 million ceiling on total guarantees outstanding.

The law is administered by the Export Guarantee Institute, a new section of the Ministry of Commerce and Industry. Officials include a state-appointed supervisory council, a board of directors, and a managing director.

### Export-credit firm

In a related development the Government, acting through the Ministry of Commerce and Industry, recently became majority shareholder in the Finnish export credit firm, Suomen Vientiluotto Oy (formerly Vientiluotto Oy). Previously controlled by private commercial banks, the reorganized firm will be authorized to extend about $14 million in credits to Finnish exporters during 1963. As majority shareholder, the Government plans to expand the company's export credit operations.

### AUSTRIA: PREFERENTIAL RATES

Austria's preferential tariff rates for certain types of machinery and a limited number of other tariff positions have been extended until June 30, unless sooner rescinded. The preferential rates were previously scheduled to expire at the end of 1962.

The Government desires to stabilize prices and eliminate import barriers in certain sectors of the economy. Earlier measures were reported throughout 1962, as in INTERNATIONAL COMMERCE, Jan. 14, 1963, p. 19.

## EEC Council blueprints vocational training plan

Guidelines for a common vocational-training policy for eventual application in all the 6 member states of the European Economic Community have been adopted by the Council of Ministers.

Cooperative vocational programs are proposed for employees and prospective employees up to the level of middle-grade supervisory staff.

First requirements cited by the Council are forecasting of job availabilities—both in numbers and types of positions to be filled—and constant guidance of youth and adults in line with individual abilities and employment opportunities. With more information on jobs throughout the Common Market, the new program will further the free flow of employees between countries, another goal of Community harmonization plans.

### Goals

Major objectives of the common vocational training policy are: confirmation of everyone's right to receive adequate vocational training, organization of training facilities, provision of training that combines broadening of technical background with useful specialization, improvement of skills throughout the employee's career, and improved coordination between the "training sector" and the "production sector" of the economy.

The EEC Commission has been empowered to propose implementing measures to the Council of Ministers or the member states.

## Foreign Contract Awards

*Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.*

**GREECE**—Fifth and last major scheduled **Athens airport construction project** (terminal building superstructure) worth about $2.8 million (including $517,000 for unforeseen expenditures) goes to ROMVOS S.A., 7 Philellinon Street, Athens.

Contract for constructing two **pre-fabricated grain silos** (total capacity: 25,000 tons) awarded to joint Greek-French venture of A. Sorongas Co., Athens, and Etablissements Prive, S.A., at approximate $353,350 value, of which $237,096 is in dollars, remainder in drachmas.

**PHILIPPINES**—Contracts for constructing **Angat River Dam Project**—with one U.S. firm represented by largest contract to date—awarded to: Paul Hardeman (Philippine), Inc. (American), to construct dam, dyke, spill way, etc., valued at some $18.3 million; ASEA (Swedish), represented by Scandia Inc., to supply main generators (4 units), valued at $1.3 million, F.O.B. Gothenburg, Sweden; Tokyo Shibura Electric Co., Ltd. (Japanese), through Mitsui and Co., Ltd., represented by Philight, Inc. (Philippine), to supply auxiliary turbines, valves, and auxiliary generators—valued at $440,458—and main turbines and governors (4 units), valued at $834,870, F.O.B. Japan; and Grogun, Inc. (Philippine), to construct access road—valued at $222,005—and diversion tunnels, valued at $1.5 million.

## Uruguay spurs linseed-oil, slows flaxseed exports

To encourage exportation of linseed oil and discourage the exportation of flaxseed, expellers, and meals, Uruguay (Jan. 17, 1963 decree) has decreased export retentions on linseed oil by 27% and increased retentions on flaxseed by 20%, on expellers by 27%, and on meal by 38%. The decree also provides that 20% of the expellers and meals must be sold in the local market for domestic feed.

The modified retentions per 1,000 kilograms are: linseed oil, 105 pesos ($9.56); expellers, 47 pesos ($4.28); flaxseed meal, 44 pesos ($4.01); and flaxseed, 254 pesos ($23.13).

# British interest aroused

## Heating, Ventilating and Air Conditioning Equipment show proves value to manufacturers and buyers who thronged into 18-day special event in London

By C. ALPHONSO SMITH
Staff Writer

London—The Heating, Ventilating and Air Conditioning Equipment exhibition at the U.S. Trade Center here closed March 15th after several thousand British manufacturers, architects, engineers and building contractors had viewed it. The exhibition opened February 26th with its aisles filled and a line forming outside.

Manager C. C. Pusey said that interest in the latest products of the leading U.S. manufacturers in this field continued high throughout the 18 days the exhibits were on display. "American know-how in this field is recognized by British manufacturers and contractors," he reported, "and while the air conditioning industry is a 'Johnny-come-lately' in Britain's surging post-war boom, today more and more doctors, lawyers, and corporations want their waiting rooms at least air cooled to reduce the humidity, rather than the temperature. Considerable interest is also being shown by beauty parlor operators in installing ventilating equipment in their shops."

Immediate sales were not the influencing factor in the decision to enter this exhibit, according to at least one of the exhibitors. D. H. Henri, general sales manager of Ranco, Ltd. representing the Emerson Electric Mfg. Co. of St. Louis, Mo. and Ranco, Inc., of Columbus, Ohio, puts it this way!

"We are meeting the top echelon of British builders and engineers here. In the ordinary course of events, we couldn't even get in to see some of these men. We have received leads and established contacts that would have taken us months, perhaps years, to develop."

The heating market in England likewise offers a great potential to American manufacturers. One exhibitor phrased it this way: "In England, the custom is to build a house and then slap a coal furnace in it. The idea was to heat the living room and that was it. In America you install a heating unit and build the house around it, engineering the house to provide heat for every room."

But if England has been a slow starter it is pushing hard to catch up. The installation of heating, ventilating and air conditioning equipment is now accepted as a necessary feature of architectural planning. Flats, offices, and industrial buildings are now being designed and older buildings being adapted to incorporate this type of equipment.

Export-minded U.S. manufacturers

have played a large part in this expanding market. U.S. official trade statistics indicate that sales of heating, ventilating and air conditioning equipment to the U.K. market were valued at $1,100,000 in 1959, $3,192,000 in 1960 and $4,900,000 in 1961. Preliminary data for 1962 indicates a further rise.

The comments of visitors to the London Trade Center show indicate the wide interest of British industry in the latest developments in the American home heating field.

Typical are the following written remarks of visitors:

"Very well presented, should help to introduce comfort conditioning to this country."

"Very interesting—no adverse criticism congrats!"

"The absence of high pressure salesmanship was a commendable feature. Engineers prefer to find their own way."

"Very well organized and topical. A comprehensive list of U.S. manufacturers of this type of equipment would be useful."

Chief adverse comments showed that the British wanted more of what they saw:

"Would like to have seen more domestic central heating appliances, gas fired in view of the enormous increase in this field in this country and the future potential."

"Insufficient data on the *special* problems in tall buildings."

Exhibitors at this Trade Center showing were selected from U.S. manufacturers having distributors, agents, or manufacturing facilities in England. The following firms were included in the showing:

Chrysler Airtemp, Ltd.

Elgee Electric Appliances, representing Erlen Products Co.; and Swan Manufacturing Co.

Honeywell Controls, Ltd., representing Minneapolis-Honeywell Regulator Co.

Perfection Parts, Ltd., representing Acme Industries, Inc., Alco Valve Co., Cramer Division of Clark Wright Corp., Conco Engr. Works Inc., F. W. Dwyer Mfg. Co., Henry Valve Co., Inc., Imperial Eastman Corp., Monarch Manufacturing Works, Inc., Penn Controls, Inc. H. A. Phillips & Co., Skinner Precision Industries Inc., Sportland Valve Co., Webster Electric Co., and Webstone Corp.

Puritron Corporation.

Ranco Ltd., representing Emerson Electric Manufacturing Co., and Ranco Inc.

Smith, Bell & Co., representing Wright Manufacturing Co.

Shandon Scientific Co., representing Bacharach Industrial Instrument Co.

Thermotank Ltd. representing Air Devices Inc., and Westinghouse Electric International Co.

Van Den Bosch, Ltd., representing Air Guide Plastics Corp., Duro-Dyne Corp., Hart and Cooley Mfg. Co., Owens Corning Fiberglass Corp., Randall Graphic Bearings Inc., Revcor Inc., Skuttle Mfg. Co., and White-Rodgers Co.

# 30 U.S. firms exhibiting at Royal Netherlands Trade Fair; opening day sales reported

## Gibson reports sale of 30 "cow freezers" to Dutch blacksmiths; all-out business offensive launched to increase exports into European markets

By C. ALPHONSO SMITH
*Staff Writer*

Utrecht, Holland.—Thirty U.S. firms are pitting their wares against the products from 26 other nations, including the Soviet Union, Czechoslovakia, Hungary, and Poland at the 80th Royal Netherlands Industries Fair.

This Dutch fair, which opened March 11th, is aimed at the buyers rather than the general public, and inaugurates the Department of Commerce's commercial trade fair program authorized by Congress last year. It also marks the start of the government's all-out business offensive to substantially increase the flow of U.S.-made goods into Europe and thus help eliminate the balance of payments problem.

There are 2,935 firms represented at the fair, and their products cover a wide range of industrial, technical and consumer goods. The 30 U.S. exhibitors are showing packaging and bottling machinery, machine tools, pumps, air compressors and pneumatic tools, dry cleaning equipment, coin-operated vending machines, farm and garden tools, household appliances, outboard motors, chain saws and fractional horsepower motors.

In addition, there is a "Travel USA" exhibit sponsored by a U.S. airline, and a banking exhibit organized by a U.S. bank with extensive overseas operations. University of Utrecht students, both boys and girls with bilingual talents, are serving as demonstrators for U.S. exhibitors, telling the story of the products being offered for sale.

Sales started almost as soon as buyers examined the exhibits that occupy more than a half-million square feet of exhibition area. The U.S. Pavilion is housed in beautiful, prestigious Bernhard Hall, named after Prince Bernhard. It was designed by Charles F. Dean, of the Design and Construction Division of the Office of International Trade Promotion in the Bureau of International Commerce. It covers some 22,000 square feet.

### Sells 30 refrigerators

One U.S. exhibitor lost no time in getting names on the dotted line of his sales contract. The representative of the Gibson Electric Food Freezers sold 30 16-cubic foot freezers within 3 hours of the opening ceremony. This model is known as the "cow-size freezer" in Holland, as it will hold a small beef after butchering.

The salesman reported he could have sold more freezers, but Dutchmen want tomorrow what they buy today and it will take a month to make more deliveries. Most of the freezers were sold to blacksmiths, who will retail the machines. Blacksmiths repair and sell almost everything, even including tractors, to farmers in Holland.

Several U.S. exhibitors said they were seeking distributors or licensees, rather than sales. J. C. Meyers, President of Morris Machine Works, wants a licensee in Western Europe and said he believes this is the way to get Common Market business. He manufactures sewage and dredge pumps. Ten percent of his present business is exported to India, Italy, Germany, England, and South Africa. He feels it should be much more and will visit 10 countries while on this trip looking for licensees.

J. S. Bogen, President of Erdco Engineering Corporation, reports that his firm is doing 25% of their business abroad and they feel the percentage should be higher. The firm sells blister packaging machinery in Turkey, Egypt, Australia, Saudi Arabia and Western Europe. Bogen reported receiving two leads on possible licensees from the Commerce Department. "Both," he said, "look good and will probably develop." He is looking for a licensee with a good sales organization in France and England. He could sell his product for $300 less, if manufactured in Western Europe, he said.

S. Sack, President of Perry Industries, also attended the opening. His firm manufactures powder filling and stoppering equipment, and does 50% of their business abroad. His appearance at the fair was a part of a selling trip abroad. He is not seeking distributors but is following up leads. His firm, he said, has nothing to fear from foreign competition as it offers a better product than the competition and owns patents recognized the world over. He sells in England, France, Belgium, Germany, India and Mexico and bypasses distributors because most of them balk at the purchase of a $25,000 machine for demonstrating purposes.

The Indian Chain Saw Company, on the other hand, is seeking distributors. Several years ago the company did a large business in Europe. Following several company reorganizations, during which foreign business was neglected, the firm is now making a new effort to recapture and rebuild their former overseas activities.

The U.S. Pavilion attracted wide attention at the Fair. The exhibits were well displayed and hundreds of pavilion visitors milled around the coffee vending machines and the coin operated washing machines.

The Dutch Minister for Economic Affairs, J. W. Depous, opened the fair. He said his country notes the possibilities offered by the U.S. Trade Expansion Act which authorizes the U.S. to make far-reaching concessions. "I sincerely hope," he said, "we may consider the large American exhibit a sign of a new development in the flow of goods between the continents."

## Shoe fair in Brussels to be held this fall

U.S. firms have been invited to participate in the second International Shoe Show in Brussels, to be held Sept. 14-17 at the International Center Rogier.

Sales possibilities, reports the U.S. Embassy in Brussels, exist in this market for medium priced good quality U.S. shoes—both men's and women's. Participation would provide an opportunity for U.S. firms to make their products known in Belgium and would offer real sales prospects.

# Hotels, motels and resorts planned in Africa, Greece, Turkey and West Indies

## Five projects call for U.S. capital, equipment, know-how

Joint ventures and other arrangements are sought to develop 5 hotel, motel, resort or housing developments in Curaçao, Lourenço Marques, Istanbul or Thessaloniki.

● U.S. participation and management are sought to develop a 625-acre tract on the island of Curaçao.

Located about 7 miles from Willemstad, the tract has about 5 miles of unspoiled water frontage and includes 3 small islands.

An estate house dating back to Spanish times, a number of other buildings, stands of mahogany and coconut trees and 5 wells are on the property.

The site is considered excellent for the development of tourist facilities. It is preferred that the U.S. investor estimate the exact type and scope of development and assume management of the enterprise.

Write to The Curaçao Mining Co., Inc., Newport, Curaçao, Netherlands Antilles.

● A prominent Greek family seeks U.S. capital to build a class B hotel in the heart of Thessaloniki.

The family is forming a corporation which will have an initial capital of $167,000, including a 1/6th-acre site valued at $67,000. In return for a comparable capital investment of $167,000, the U.S. partner would be entitled to share ownership on a 50-50 basis.

Hotel construction is to begin this spring. There will be 115 rooms with 200 beds and a series of shops on the ground floor.

Write to Mrs. Victoria Missiou, 13 Langada St., Thessaloniki, Greece.

### Luxury hotel in Mozambique

● A Mozambique businessman, Mr. Abel F. Couto, is looking for U.S. capital and equipment for a luxury hotel he proposes to build as a joint venture in Lourenço Marques. According to Mr. Couto, he has been promised title to about 61 acres of land located on the main beach road about 5½ miles from the center of Lourenço Marques.

The proposed Hotel Neptuno would have 260 rooms and 40 suites on the upper 9 floors with various shops, restaurants and service areas on the first 3 floors. A gambling casino is also planned if the application is approved.

Mr. Couto believes construction could be completed in 2 years and estimates total cost of the hotel at $2.8 million.

Write to Mr. Abel F. Couto, P.O. Box 855, Lourenço Marques, Mozambique.

### 2 Turkish projects

● U.S. capital and know-how are requested by Mr. Nejat Sönmez for the construction and management of a tourist hotel, motel or housing development on his Istanbul property.

The land, about 1.9 acres, is accessible to one of the main highways in Turkey and reportedly offers a panoramic view of the Bosporus.

Write to Mr. Nejat Sönmez, Director General, Ministry of Press, Broadcasting and Tourism, Ankara, Turkey.

● Dr. Pakize Tarzi, seeks U.S. capital to develop a motel court and recreation area on a 2.07-acre plot of land which she owns between Levent and Besiktas on the outskirts of Istanbul.

She proposes to build a motel court with 30 to 50 units and a recreation area, including an 18-lane bowling alley, swimming pool, tennis courts and ice and roller-skating rinks.

The amount of U.S. capital required is estimated at $500,000.

Write to Dr. Pakize Tarzi, Tarzi Pakize Dogum Evi, Sevket Bey Sokak 5, Sisli, Istanbul, Turkey.

### JETS TO SARDINIA

The Sardinian airport of Vena Fiorita is to be reactivated and enlarged. Plans are being drafted to enable the airport to handle international jet flights.

### German lingerie plant, equipment offered

The owner of a fashionable lingerie manufacturing plant wishes to sell his business.

The plant, which covers an area of about 1,100 sq. yd., is located 10 miles from Stuttgart.

The asking price for the business, including plant and equipment, is about $175,000.

Additional information may be obtained from Mr. Otto Kirschner, Ludwigsburger Werkstaetten, 114 Hindenburgstrasse, Ludwigsburg/Wuerttemberg.

### Funds needed to develop Australian oil lands

An oil-exploration company seeks U.S. financial assistance to develop an area of 12,950 square miles to which it owns exploratory rights.

The company is prepared to consider: (1) Assigning the area outright for a cash consideration, (2) leasing the area on an interest basis, (3) accepting a complete takeover bid for the company.

Write Kalgoorlie Goldfields Petroleum Co., P.O. Box 66, Kalgoorlie, Western Australia.

# Greek electrical firm wants help

## Growing demand prompts plans for expansion

An electrical equipment firm in Greece seeks $800,000 capital participation and technical know-how to expand its activities to meet growing countrywide demand and also to take advantage of Greece's association with the EEC.

The firm manufactures 3-phase transformers and motors, water pumps, electric panels and switches, domestic and industrial fans as well as water and electric heaters for domestic use. It employs 260 persons and mass produces most items.

The company's output is sold throughout Greece and supplies 40%-50% of the total demand for these items. The significance of this is heightened by the

fact that Greece's economic development depends heavily on the expanded use of electricity.

The company also wishes to export to third countries and points out that the amount of capital sought should be able to take care of expansion plans for the next 2-3 years. It is thought that such an investment should come within the protective provisions of Greece's foreign-investment law.

Write to the Office of International Investment, Code 4-3634-1, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

# Potential for Thai soda ash, caustic soda output given

### New feasibility study provides multi-faceted information

U.S. investors may wish to review a new feasibility study that is available on the production of soda ash and caustic soda in Thailand.

Prepared by EBASCO Service, Inc., for AID and the Thai Government, the report presents the results of a study to determine the economic and technical feasibility of producing soda ash and caustic soda.

### Markets, capital

There are 3 phases to the report:

1) A discussion of the present and prospective market demand for these products,

2) A description of the alternative processes considered and related plant requirements, estimates of capital investment and production costs, with supporting data in respect to raw materials, labor, site location and other pertinent factors and

3) An analysis of the financial aspects of such projects, including investment requirements and possible source of financing, earnings potential and general economic justification.

Any established U.S. firm in the chemical or related industrial field may obtain a single copy of the survey, from the limited number available, by a request on a company letterhead to: Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

FROM WAX TO WATER TOWERS

# Manufacture of consumer or industrial products interests 30 firms overseas

### Licenses, joint ventures, capital wanted in 10 countries to make heavy equipment, chemical or plastics products, electrical or electronic units, medical lamps, utensils, textiles, car and aircraft parts, aluminum windows

Many production licenses, as well as some joint ventures and capital are sought from U.S. companies by 30 firms in Australia, Canada, England, France, Germany, Monaco, Netherlands, Scotland, Spain and Sweden.

These firms are interested in manufacturing control devices, chemical and plastics products, various electrical equipment, fabricated metal items, materials-handling equipment, metal housewares, textiles and transportation parts and accessories.

### Control devices

**Italy.** License sought to produce hydrodynamic control devices by firm which has 10 years' experience as manufacturer in this field. Officine F. lli Cinotto, 5 Strada Viabella, Valperga (Turin).

### Chemicals, plastics

**Canada.** Chemical firm producing products for the paint, plastic, rubber, adhesive, detergent and floor-finish industries seeks licenses to make additional items. Bate Chemical Corp., Ltd., P.O. Box 53, Station R, Toronto.

**England.** Manufacturer of quality toilet soaps seeks license to make soaps, talcum powders and bath cubes. Roberts Windsor, Ltd., 14 W. Smithfield, London, E.C. 1.

**Germany.** License sought for chemical product which prevents or destroys any vegetation on roads, railroad beds, around factory plants and similar areas. Product should be pulverized and applicable as a mixture with water and should, if possible, remain active for one vegetation period. Hubert Franken, Chemische Fabrik, 18 Bachstrasse, 4931 Heidenoldendorf bei Detmold.

License sought for the manufacture of liquid polishing wax. Produktenwerk GmbH, 484 Rheda/Westfalen.

**Spain.** Manufacturer of plastic foams and finished articles seeks license to make plastic-finished products and items for the building trade. Also interested in being licensed to manufacture pharmaceuticals and specialty vitamins. I.C.O.A., Ibanez de Bilbao 2, Bilbao.

### Electrical equipment

**England.** License sought for production of small electronic audio equipment by manufacturer of miniature acoustic transducers and personal communications equipment. Amplivox, Ltd., Beresford Ave., Wembly, Middlesex.

Seeks license to produce small electrical appliances for the home. Siroma Engineering Co., Ltd., North Acton Rd., Harlesden, London N.W. 10.

**France.** Manufacturer of electronic components and parts seeks licensing rights for all types of U.S. electronic components. Europelec, rue Jean-Jaures, Les Clayes-souls-Bois (Seine et Oise).

Distributor of low-frequency high-fidelity elements and radio sets seeks license to produce high-fidelity amplifiers, transistor-radio sets and stereophonic portable phonographs. Also interested in receiving capital. Serper Electronic, 102 rue La Boetie, Paris 8.

**Germany.** Joint venture sought with small or medium-sized U.S. firm for production of relays, transistor relays, transistor-controlling and regulating instruments, complete controlling and regulating installations and plants and thermostats or related products. Paul Hildebrandt GmbH, Rheingoldstrasse 48, 68 Mannheim-Neckarau.

**Netherlands.** Manufacturer of hearing aids, electronic apparatus, amplifiers, microphones and allied articles, seeks license to make small, sophisticated electromechanical precision products. N.V. Audium, 183 van Hallstraat, Amsterdam.

License sought for production of electronic instruments, including timing devices, rectifying units and power supplies. Veramin-Holland N.V., 77 Middelste gracht, Leiden.

### Fabricated metal products

**Australia.** License sought for manufacture of water cooling towers in sizes up to 100 ton capacity. Evans Deakin & Co. Pty., Ltd., Charlotte St., Brisbane, Queensland.

**France.** Manufacturer of common and 3-square files wants to sell its business or would be interested in joint venture with U.S. firm. Mr. Rene Ramond, La Ferte-Saint-Aubin (Loiret).

**Germany.** License sought for manufacture of aluminum windows and sliding glass doors. Franz Rath Metallbau, 230 Hoeherweg, 4 Duesseldorf.

**Netherlands.** Small machine factory specializing in manufacture of small parts and components for the metal industry seeks a license to produce similar items. Metaalindustrie P.V.D. Leegte N.V., 1 Friezenkampstraat, Eindhoven.

**Scotland.** Manufacturer of heating, ventilating and shipbuilding equipment, plumbing and piping, large steel and aluminum fabricated items, including tanks and cylinders, seeks license to produce similar equipment. Burntisland Shipbuilding Co., Ltd., W. Shore, Burntisland, Fife, Scotland.

Seeks license for production of mine haul-

age equipment, steel tunnel segments, chemical plant and equipment, stainless steel fabrications, earth moving equipment and kitchen equipment. Carron Co., Falkirk, Scotland.

**Sweden.** License sought to make valves. AB C. I. Pihl, Kungsgatan 10, Goteborg.

### Materials handling equipment

**France.** Manufacturer of mechanical components for industrial vehicles—such as gears, winches, mechanical relays and lifts—and special vehicles seeks license to produce similar components. Is also interested in making hydraulic cranes adaptable to trucks and other handling equipment. S.A. des Appareils Sinpar, 345 rue d'Estienne d'Orves, Colombes, Seine.

**Scotland.** Electric crane manufacturer wants to introduce a new product and is prepared to consider the manufacture under license of any specialized, electrically operated materials-handling equipment. Sir William Arrol & Co., Ltd., Parkhear Craneworks, 92 Rigby St., Glasgow E.1.

**Sweden.** License sought for production of any type of materials-handling or related equipment for industrial and commercial uses by manufacturer of conveying, hoisting and other equipment. Transportverken AB, Astorp.

### Medical equipment

**Monaco.** Seeks license for manufacture of medical lamps and projectors for operating rooms. Etab. Louis Melzassard, Les Flots Bleus, rue du Stade, Fontvieille, Principality of Monaco.

### Metal housewares

**France.** Firm wishes to obtain license to manufacture sheetmetal and tinplate house and kitchenware, especially cake and pastry molds and plates. Has established distribution organization. Write to Ets. Gobel Fils, S.A., Joué-lès-Tours (Indre-et-Loire).

Licensing and investment opportunity wanted to produce aluminum household utensils. Especially sought are rights on new types of electrical and mechanical kitchen utensils of advanced design. If new machinery is needed, the firm would ask for U.S. capital participation. Arder, 17 rue Edmond Dubuis, Manterre (Seine).

### Textile products

**England.** Firm seeks licensing to manufacture linens, haberdashery and sports items. Has main sales outlets through retail and wholesale department stores including central buying offices. Write Rodmill, Ltd., 44 Hanover St., Liverpool 1.

### Transportation parts, accessories

**Australia.** Firm of manufacturing engineers seeks license for production of automotive accessories. Charles Hope Pty., Ltd., Kingsford Smith Drive, Eagle Farm, Brisbane, Queensland.

**England.** Manufacturer of parts for aircraft, including fuel pumps, gear boxes and fuel systems seeks license to produce related items. Coventry Precision, Ltd., Exhall Works, Exhall nr. Coventry, Warwickshire.

**France.** License sought for manufacture of filters for fuel oil, gas, oil and lubrication by producer of parts for fuel-oil injectors. International Diesel Industry Co., 18 rue de la Pepiniere, Paris 8.

# Market for leather goods in Rhodesia considered good

## Growing demand opens way for domestic manufacture

The manufacture of leather goods in Rhodesia and Nyasaland is considered to offer a good potential for investors, according to a recent report.

The Federation of Rhodesia and Nyasaland has published a comprehensive study, conducted by the Ministry of Commerce and Industry, on the domestic market for leather and plastic handbags, wallets, purses and similar products.

### Exports

The study discusses the size of the domestic market, current imports ($280,000 per year) and duties, raw materials and duties imposed on imported raw materials, government assistance, export markets, wages and so forth.

There is no substantial domestic production of handbags in the country. Also, in view of the large and growing market for leather goods, the Ministry of Commerce and Industry concludes that their manufacture within the Federation should prove profitable to foreign investors.

Copies of this study are available on a loan basis from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

## Capital asked for rubber plantation in Ecuador

Dr. Octavio Chacon Moscoso, president of the Ecuadorian Rubber Co., is seeking U.S. financial assistance to establish a rubber plantation in Ecuador.

The proposed plantation would be a joint venture and completely independent of the company which Dr. Chacon now heads.

Some 1,250,000 acres of land, located in the coastal area, have been identified by technical experts as suitable for rubber growing, according to Dr. Chacon.

With a planting of 300 to 400 trees per hectare (2.47 acres) and a total investment of about $1,000 per hectare over a period of 6 years, one hectare of land could be expected to produce about 3,000 pounds of natural rubber a year, according to estimates.

Write to Dr. Octavio Chacon Moscoso, Ecuadorian Rubber Co., Quito, Ecuador.

# Tool, paper making sought in India

## Capital, technical assistance and personnel, and licenses asked for proposed joint ventures in Bombay area

Two Bombay, India firms seek joint ventures with U.S. companies, one to set up a tool room and the other a paper-conversion plant.

- One firm of paper and paperboard importers and wholesalers plans to establish an integrated paper-conversion plant in Bombay.

The new unit would produce coated, laminated and corrugated papers and other paper specialties.

The firm is looking for U.S. participation in the proposed venture—financing the cost of the imported machinery, furnishing know-how and services of technical personnel and licenses, where possible—to manufacture certain U.S. paper products.

The total investment requirement is estimated at $1.5 to $2.1 million, of this 25%-40% would be met by the U.S. investor.

Write to Chimanlal Paper Co., Macmillan Bldg., 276, Dadabhoy Naoroji Rd., Bombay No. 1, India.

- An industrial engineering consultant seeks U.S. capital to set up a tool room in Bombay.

Production of complete jigs, gages, dies, punches, templates, cutting tools, machine attachments and accessories is planned. Reportedly, such facilities are not readily available to small and medium-size Indian manufacturers and, consequently, their tooling requirements must be satisfied from abroad.

Total cost of the tool room which would be established on a joint-venture basis is estimated at $250,000. U.S. investors would be required to provide $80,000 in capital.

Write to Dr. Burjor Sorabji Cooper, Ramji Bhagvandas Bldg., 129 Vithalbhai Patel Rd., Bombay 4, India.

# World Trade Opportunities pages 44-55

## United Nations requests bids for foodstuffs

Bids are invited by the United Nations for foodstuffs for its emergency force in Gaza, the United Arab Republic.

Invitation UNEF 63-3 covers substantial quantities of frozen meat, fowl and fish; canned milk, meat, fish, fruit, juices, and margarine; sugar, flour, and cake mixes; as well as assorted jams, jellies, condiments and the like. Awards will be made in time to effect delivery at Port Said by June 15.

Bids should reach the Purchase and Transportation Division, Room 2152, United Nations, New York, by 11 a.m. April 2. Copies of invitation UNEF 63-3 may be obtained from the Office of R. V. Elms, Director, Purchase and Transportation Service, at the New York address.

Further information may be obtained from D. J. Casey, Room 2146-G, United Nations, New York PL 4-1234, extension 148.

A copy of invitation UNEF 63-3 is available for review at BDSA's Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

## Tunis to plan and build complete communities

The Industry Division of the American Embassy in Tunis would like a list of U.S. firms interested in real estate development and construction opportunities abroad, particularly firms experienced in community planning of undeveloped land and construction of small villages (turn-key and administrative buildings), complete with supporting physical facilities, e.g. water, electricity, highway.

Interested firms may contact Richard Knight, AID/State, Room 2735, New State, Washington 25, D.C.

## Pakistan to ask proposals for power station project

Bidding documents requesting sealed proposals for the supply, delivery and erection of civil works for the 132,000-kilowatt Korangi Thermal Power Station, located 9 miles southeast of Karachi, will be released shortly.

The request will be made by the Karachi Electric Supply Corp., Ltd., of Pakistan, through its consulting engineers, The Kuljian Corp., 1200 N. Broad St., Philadelphia 21, Pa.

The proposed work for this part of the project is Phase 4. Information on other phases was announced in INTERNATIONAL COMMERCE, Dec. 3, 1962, p. 41; Nov. 19, p. 43; and Nov. 5, p. 29.

Bids will be opened starting at 9 a.m. March 28. Proposals must be in the Philadelphia offices of the Kuljian Corp. by that time.

A loan agreement, No. 21, has been signed with the Agency for International Development (AID) for financial assistance.

The proposed work involves the supply, delivery, erection, testing and commissioning of civil works as follows:

Complete powerplant building superstructure and auxiliary tanks including, but not limited to, 1,500 tons, erection and painting heavy prefabricated structural steel sections; 130,000 sq. ft. elevated slab form work and removal; 300 tons deformed reinforcing bar bending and placement; 4,000 cu. yds. reinforced concrete floor slabs, roof slabs, turbo-generator support and finishing; miscellaneous setting of inserts in concrete, such as sleeves and anchor bolts for major elements; 125 tons miscellaneous metal rail and grating; 500,000-gallon reinforced concrete water tank at ground level; 50,000 gallon reinforced concrete water tank elevated 50 ft. clear of ground level; 300,000 sq. ft. concrete masonry unit walls and partitions; miscellaneous erection doors, windows, ceilings and structural painting; lot plumbing, ventilation, and air conditioning installations; arrangements for roughing in of electrical conduit and wiring systems, to be installed under Phase 1 by other contractors; miscellaneous flooring, roofing and sheet metal work.

Each bidder will be required to submit qualifications demonstrating previous experience in equivalent construction and performance which was satisfactory to previous customers. Bidders must agree to perform on the site, and with their regularly employed organization and equipment, work equivalent to at least 50% of the total cost of the work to be performed under the contract. All proposed subcontractors must be identified. Payment and performance bonds will be required.

A set of bidding documents is available for examination in the offices of The Kuljian Corp., in both Philadelphia, Pa., and Karachi, Pakistan.

A deposit in the form of a certified check for each set in the amount of $300 for Phase 4 is required. Deposits will only be refunded after the bidder has qualified as a bidder by having procured and constructed such work and/or services on projects of equivalent or larger size; submitted a complete bid for Phase 4; and returned the bidding documents in their entirety without any markings on them.

Sealed proposals must be delivered to the Kuljian Corp. in Philadelphia with duplicate sealed copies forwarded by the bidder to Office of the Managing Director (Agents), Karachi Electric Supply Corp., Ltd., c/o Pakistan Embassy, Washington, D.C.

Each proposal must be accompanied by a bid bond or certified check acceptable to the owner, payable to the owner and in the amount equal to 5% of the bid price.

Bidding documents for supply, delivery and erection of equipment for shops; miscellaneous buildings; for the step-up substation foundations and superstructure; and electrical transmission ties to the existing transmission system will be advertised later.

## Bid deadline for tunnel in India extended

The State Government of Uttar Pradesh, India, has extended from May 27 to June 17 the bid deadline for the Yamuna Hydel Scheme II—construction of about 8 miles of tunnel and an underground powerhouse near Dehra Dun, Uttar Pradesh.

The period for the completion of the projects has also been extended, from 5 to 6½ years.

Tender documents may be obtained from Mr. S. P. Bahadur, Executive Engineer, Coordination and Planning Division, 111-A Rajpur Road, Dehra Dun, Uttar Pradesh, India, for $11. A set of documents may be examined in the Building Materials and Construction Industries Division, Room 4002, Department of Commerce, BDSA-306, Washington 25, D.C.

## Mobile communication center bids requested by SHAPE

The Supreme Headquarters Allied Powers Europe (SHAPE) invites bids for the supply and delivery of equipment and spare parts for a mobile communication center.

The mobile communication center, bid 63-1, comprises the following groups: facilities control center, telephone switchboard group, message handling center, tape reproduction unit, cryptographic unit, power unit group, and cargo trailer group.

Bids should reach the Purchasing and Contracting Officer, ACE Communications Electronic Equipment, Communications and Electronics Division, Material Branch, SHAPE, Paris, France, by May 1.

A copy of special instructions for special clauses, specifications, and format for price quotations, are available on loan from BDSA's Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

## United Arab Republic needs metallurgical plant

Tenders are being invited by the General Organization for Executing the Five-Year Industrial Plan for a lead-zinc ore treatment plant at UM GHEIG Mine, Eastern Desert, U.A.R. Specifications for supply and erection of this metallurgical plant include three rotary reverberatory furnaces, heavy oil fired. Also needed are a pelleting plant, waste heat steam boilers to produce steam for use in a turbine to produce electric energy, a distilling plant for evaporating water from the Red Sea 7 kilometers away, a crusher and necessary belt conveyors, bucket elevators.

Bid deadline is April 30. Tenders are available from General Organization for Executing the Five-Year Industrial Plan, 6 Khalil Agha Street, Garden City, Cairo.

Tender conditions and specifications are available on a short loan basis from the General Industrial Equipment and Components Division, BDSA, Room 4022, Department of Commerce, Washington 25, D.C.

## Powerplants in Turkey open to U.S. bidders

Bids are invited by Turkey for the supply, erection and putting into operation of power plants for NATO construction projects.

Included in the tender are 2 diesel-generator powerplants, 4 x 95 kv.-a., 400 volts, 50 cycles; and 2 diesel-generator powerplants, 1 x 11 kv.-a., 400 volts, 50 cycles. Work is scheduled for completion by December 31, 1963.

Firms interested in bidding should submit their application on a prescribed form before April 1 to Milli Savunma Bankanligi, Nato Kara Enfrastruktur Grup Baskanligi, Paris Caddessi 52, Kavaklidere, Ankara, Turkey.

Copies of the prescribed form are available to eligible U.S. firms from BDSA's Commodity Export Promotion Staff, Room 4317, Department of Commerce, Washington 25, D.C.

Firms not already certified to participate in NATO bidding should send a resumé of their qualifications to that Staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

**The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.**

**Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.**

- ■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**
- ● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- ★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

# Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.*

## 013 Livestock

**KUWAIT**—Sheep, less than 2 years old; urgently requests 3-year agreement with guarantee of at least 10,000 head a month; meat render minimum of 48%; weight at least 120 lbs. a head; each shipment 1 female to 4 males; shipments from U.S. in sheep carriers; cable f.o.b. and c.i.f. prices a ton Khaula, Kuwait; follow immediately by airmail details including percentages of fat, photographs of sheep showing profile, front, side, rear. Abdel Mohsin and Yussuf Ahmad Sagar, P.O. Box 3228, Kuwait. Trade Opportunities Staff, BDSA-111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675), would like copy of all such correspondence.

## 195 Small Arms

**SWEDEN**—Air guns and rifles for sport purposes; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 200 Food

**CHILE**—Candy and groceries in general. Direct purchase and agency. Sharp & Cia. (importer), 1262 21 de Mayo, Casilla 223, Punta Arenas. WTD 2/6/63.

**FRANCE**—Canned fish, salmon and others, canned lobster and crab meat; dried fruits and grocery products suitable for sale in France to retail establishments handling foodstuffs and groceries. Direct purchase and agency. Jonquet & Vaubourgeix (wholesale dealer), 14 avenue Victor Hugo, Tulle, Correze. WTD 2/15/63.

**GERMANY**—Pickled cucumbers, pickled onions, and other pickled vegetables; canned fruits, fruit juices, canned sea food; ready-to-serve dishes; requests replies from producers. Hesse Newman & Co. (agent), Schauenburgerstr. 6, (2) Hamburg 1.

## 201 Meat Products

**SARAWAK**—Canned pure lard in 26-oz. cans only, lithographed with manufacturer's brand; canned pure corn beef, preferably in 12 oz. "tapered" cans; competitively priced; requests replies from manufacturers only. B. T. Lim & Sons (importer, wholesaler, exporter), 108 Ewe Hai St., Kuching. WTD 10/24/61.

**SPAIN**—Canned hams, York or Italian style and other canned meat products such as Vienna sausages, beef stew and corned beef hash; requests replies in Spanish. Grupo Libres, S.A. (importer, wholesaler), Calle Noviciado 20-1°Dcha., Madrid 8.

**SURINAM**—Frozen poultry by-products such as feet, livers, gizzards for human consumption. Surinam American Poultry and Hatchery, N.V. (poultry raising; wholesale and retail), P.O. Box 782, Paramaribo. WTD 2/8/63.

## 203 Canning, Preserving Fruits

★★ **ITALY**—Frozen food packaging business. Wants joint venture and technical know-how with U.S. company; Conservificio Dragotta, Via Bonriposo 23, Palermo, Sicily. WTD 7/8/58. I.R. A-102.

★★ Wants to import dry fruits and diabetic foods from U.S., specifically prunes, apricots, peaches. Comm. Rag. Giuseppe Trapani, Via Vincenzo Orsini 17, Palermo, Sicily. NCIA. I.R. A-104.

**FRANCE**—Canned soups, in 1-pound tin cans; dehydrated soups and dry soup, broth bases in small packets or paper bags; 4-6 portions; oriental specialties preferred, such as turtle broth, shark-flipper soup, or swallow-nest soups. Direct purchase and agency. Etablissements Cresca (wholesaler, agent), 18-26 rue Vergniaud, Bordeaux, Gironde. WTD 4/21/60.

**VENEZUELA**—Dietetic specialties. Direct purchase and exclusive agency. Baute y van den Bussche S.A. (importer, wholesaler, sales agent), P.O. Box 1443, Cruz Verde a Zamuro 22, Caracas. WTD 1/25/63.

## 206 Bakery Products

**SAUDI ARABIA**—Sugar in bulk quantities (100 kilogram bags); prices and samples requested. Ibrahim 'Arab & Bros. (wholesaler), P.O. Box 1090, Jidda. WTD 1/9/63.

## 208 Beverages

★★ **ITALY**—Wishes to enter licensing agreement with U.S. company to bottle soft drinks in Palermo and distribute throughout Sicily. Comm. Rag. Guiseppe Trapani, Via Vincenzo Orsini 17, Palermo, Sicily. NCIA. I.R. A-104.

## 220 Textile Mill Products

**NORWAY**—Sheetings of linen, widths 17'-30'; cotton bed sheetings: piece goods approx. 58" wide. Sigurd Bjornstad (wholesaler), 4 Sehestadsgate, Oslo. WTD 9/26/62.

**SURINAM**—Yard good and suiting for men's suits and shirts of wool, cotton and artificial fibers; both first quality and popular priced. Ramaker's Tailoring (tailor), Zwartenhovenbrugstraat 58, or P.O. Box 658, Paramaribo. WTD 11/9/62.

## 221 Broad Woven Fabric Mills, Cotton

**MOROCCO**—Indigo denim, 37½" wide, 13¾ oz. and 10¼ oz., approx. 400,000 lineal yards. Société Industrielle de Confection Marocaine (manufacturer, wholesaler, exporter), 122 rue du Chevalier Bayard, Casablanca. WTD 1/16/63.

## 222 Broad Woven Fabric Mills, Manmade Fiber and Silk

**BOLIVIA**—Wash and wear fabrics for men's suits; requests replies from manufacturers only. South American Corp. (importer, retailer), Plaza 14 de Septiembre 6148-6158, Casilla de Correo 394, Cochabamba. WTD 1/22/63.

## 225 Knitwear

**SURINAM**—Men's short shirts, underwear, socks, ties; both first quality and medium priced merchandise desired. Ramaker's Tailoring, P.O. Box 658 or Zwartenhovenbrugstraat 58, Paramaribo. WTD 11/29/62.

## 230 Apparel

**BOLIVIA**—Men's wear, giftware and re-

lated articles; requests replies from manufacturers only. El Caballero-Werner Oschinsky (importer, retailer), Bolivar 3621, Casilla 875, Cochabamba. WTD 1/31/63.

**ENGLAND**—Men's, women's, children's and infants' made up garments of all types. Direct purchase and agency. Beehive Rubber Co. (1955), Ltd. (importer), 2 Cecil Court, London Rd., Enfield, Middx. WTD 1/15/63.

**SURINAM**—Men's dress and sport shirts, underwear, ties, handkerchiefs, belts, and other accessories; both first quality and medium priced merchandise desired. Ramaker's Tailoring, P.O. Box 658 or Zwartenhovenbrugstraat 58, Paramaribo. WTD 11/29/62.

### 233 Women's Misses', Juniors' Outerwear

**GUATEMALA**—Women's cotton brassieres, garter belts, girdles and nylon slips; requests replies in Spanish. Almacén "El Trebol" (merchant), Ayala Hermanas, Edificio Townson, 11 Calle 8-28, Zona 1, Guatemala City. WTD 2/7/63.

### 243 Prefabricated Structural Wood Products

★★ **ITALY**—Wishes to import prefabricated homes to Sicily; I.S.P.E. (Industria Siciliana Prefabbricati per L'Ediliza), Via Alessandra 75, Palermo. NCIA. I.R. A-103.

### 249 Wooden Products

**SOUTH AFRICA**—Novelty gift or decorative items of wood for smokers, florists, and household uses; requests replies only from manufacturers or their export house. Buying Service, S.A. (Pty.) Ltd. (importing distributor), P.O. Box 3437 or 47 De Villiers St., Cape Town.

### 251 Household Furniture

**SWEDEN**—Garden furniture, particularly hammocks and umbrellas; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

### 261 Pulp Mill Products

**VENEZUELA**—Raw materials for paper industries. Direct purchase and exclusive agency. Ottenheimer & Heimann (sales agent), P.O. Box 548, Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

**AUSTRALIA**—Stationery. Direct purchase and agency. Greville Maizels & Co. Pty., Ltd. (importer, distributor), 20 King St., Sydney. WTD 2/4/63.

● **IRAN**—Paperbacked aluminum foil; 53,500 bobbins in accordance with specifications and samples. Deadline for sealed bids May 13. Iranian Tobacco Monopoly, Tehran.★ (WO 7-3003.)

**VENEZUELA**—Office supplies. Direct purchase and agency. Hernandez & Ochoa (importer, wholesaler, and retailer), P.O. Box 2303, Cipreses a Velasquez 5, Caracas. WTD 1/25/63.

### 275 Commercial Printing

**SOUTH AFRICA**—Visual educational teaching aids: large school maps, clear and colorful, preferably plastic laminated; charts: biology, physiology, history, science; maps and charts must be suitable for classrooms. New World Publications (Pty.), Ltd. (importing distributor), 5th Floor, S.A. Mutual Bldgs., Darling St., Cape Town.

### 277 Greeting Cards

**AUSTRALIA**—Greeting cards. Direct purchase and agency. Greville Maizels & Co. Pty., Ltd. (importer and distributor), 20 King St., Sydney. WTD 2/4/63.

### 280 Chemicals, Allied Products

**ISRAEL**—Chemicals and raw materials for chemical, pharmaceutical industries. Direct purchase and exclusive agency. Nebet P. & G. (importer, wholesaler), 4 Hakuzarim St. or P.O. Box 95, Jerusalem.

**RHODESIA, NYASALAND**—Pharmaceuticals, chemicals, essential oils, colors, and perfume compounds for the cosmetic industry. Bisco Wholesalers & Distributors (importers, wholesalers, and distributors), P.O. Box 78, Lusaka, Northern Rhodesia. WTD 2/14/63.

**SPAIN**—Urea-formol glues and raw materials for manufacture of polyvinyl acetate and casein powder glues. Colas Onena (importer, manufacturer, exporter), Avenida del Ejército 18, Bilbao. WTD 2/7/63.

**VENEZUELA**—Chemicals and chemical products for use in medical laboratories for analytical purposes, pharmaceutical laboratories, hospital and medical use. Direct purchase and exclusive agency. Baute y van den Bussche S.A. (importer, wholesaler, and sales agent), P.O. Box 1443, Cruz Verde a Zamuro 22, Caracas. WTD 1/25/63.

### 281 Industrial Chemicals

**ENGLAND**—All types of corrosion control products. Direct purchase and agency. Cory Brothers & Co., Ltd., (coal, general exporters, shipbrokers), 8 Great Tower St., London. E.C3. WTD 1/22/63.

● **REPUBLIC OF IVORY COAST**—Ammonium sulfate, 120 tons; potassium chloride, 90 tons; bid deadline March 25. Société d' Assistance Technique pour la Modernisation Agricole de la Cote d' Ivoire (SATMACI), 32 Ave. Delafosse, P.O. Box 1565, Abidjan, Republic of Ivory Coast. Details are available at the Chamber of Commerce, B.P. 1399, Abidjan (WO 7-2008.)

### 282 Plastics Materials, Synthetic Resins, Rubber

**CANADA**—Cast acrylic sheets, clear thicknesses of ⅛", 3/16", and ½", masked and unmasked; white translucent of ¼" unmasked; light transmittancy of approximately 55% for manufacture of skydomes; in 5,000-sq.-ft. quantities. Acrylic Plastics, Ltd. (manufacturer, manufacturer's agent), P.O. Box 3806, Station D, Edmonton, Alberta.

Cast acrylic sheets, in 5,000-sq.-ft. quantities; reasonably complete range of colors, thickness, sizes and patterns. Acrylic Plastics Ltd. (manufacturer, manufacturer's agent), P.O. Box 3806, Station D, Edmonton, Alberta.

**VENEZUELA**—Materials for plastics industries. Direct purchase and exclusive agency. Ottenheimer & Heimman (sales agent), P.O. Box 584, Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

### 283 Drugs

**ECUADOR**—Nacetil p. aminefenol, novalgina, fenacetina for manufacture of analgesics. Gerardo Gonzales A. (importer, manufacturer), "El Motor," P.O. Box 436 or Calle Lalama 319, Ambato.

**ENGLAND**—Pharmaceutical products suitable for groceries and drug stores. Direct purchase and agency. Food Brokers, Ltd. (manufacturer, sales agent), Crown Hcuse, Morden, Surrey. WTD 9/12/63.

Fine and pharmaceutical chemicals, including vitamins, steroids, hormones, bromides, vanillin, alkaloids and rare chemicals. Courtin & Warner, Ltd. (manufacturer, wholesaler), Ballards Old Brewery, Southover, Lewes, Sussex. WTD 1/23/63.

**ITALY**—Medicinal specialties and patent medicines. Direct purchase and agency. Farmaceutici Bruco S.r.l. (manufacturer, wholesaler, exporter), 24/6 Sc. sin., Via Canevari, Genoa. WTD 9/26/62.

● **MOROCCO**—Collargol, 300 kg.; silver nitrate, 10 kg.; argyrol, 100 kg.; bismuth subnitrate, 1,000 kg.; iodine resublimed, 300 kg.; various mercury salts; potassium bichromate, potassium permanganate, thiocol. All products must meet French or international pharmacopeia standards. Bids due April 4. Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca.★ (WO 7-2239.)

**SIERRA LEONE**—Pharmaceuticals. Ali Bahsoon & Sons (Allie), (importer, retailer, wholesaler), 5 Kissy St., or P.O. Box 444, Freetown. WTD 1/31/63.

**VENEZUELA**—Pharmaceutic specialties. Direct purchase and exclusive agency. Baute y van den Bussche, S.A. (importer, wholesaler, sales agent), P.O. Box 1443, Cruz Verde a Zamuro 22, Caracas. WTD 1/25/63.

### 284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

**ENGLAND**—Toiletries and allied products for groceries and drug stores. Direct purchase and agency. Food Brokers, Ltd. (manufacturer, sales agent), Crown House, Morden, Surrey. WTD 9/12/63.

Aromatic chemicals and perfume compounds. Direct purchase and agency. Gale & Mount, Ltd. (manufacturer, importer), Commerce Rd., Brentford, Middx. WTD 1/25/63.

**SIERRA LEONE**—Cosmetics. Ali Bahsoon & Sons (Allie), (importer, retailer, wholesaler), 5 Kissy St., or P.O. Box 444, Freetown. WTD 1/31/63.

### 285 Paints

**CANADA**—Acrylic based sign paint for acrylic sheet, full range of colors; must be performance proved. Acrylic Plastics, Ltd. (manufacturer, manufacturer's agent), P.O. Box 3806, Station D, Edmonton, Alberta.

### 287 Agricultural Chemicals

**BELGIUM**—Fertilizers containing 46% urea; requests replies in Flemish, French, or German. Noel De Smet (importer, wholesaler), 125 Aardenburgstraat, Maldegem. WTD 10/17/62.

**CHILE**—High concentrate fertilizers, insecticides for mixing with fertilizers; requests replies in Spanish. Sociedad Chilena de Fertilizantes, Ltda. (importer & manufacturer of fertilizers), Bandera 84, Santiago. WTD 1/28/63.

**ISRAEL**—Weed killers to be used for prevention of fires on plots surrounding plants engaged in manufacture of highly combustible materials. Egon Bergheim (importer), 19 Haatzmauth Rd., or P.O. Box 266, Haifa. WTD 7/12/62.

■ **PAKISTAN**—Pesticides. Loan 53; U.S. Source. VA-3/L-53/67214-19/63. Bid deadline March 28. Government of Pakistan, Department of Investment Promotion & Supplies, Karachi. Copies of tender may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

■ Pesticides. Loan No. 53; U.S. Source. VA-3/L-53/67211-4-5/63. Bid deadline March 28. Government of Pakistan, Department of Investment Promotion & Supplies, Karachi. Copies of tender may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

## 306 Fabricated Rubber Products

**SWEDEN**—Rubber life rafts; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 307 Plastics Products

**CANADA**—Skydomes and accessories not competitively manufactured in Canada. Direct purchase and agency. Acrylic Plastics Ltd. (manufacturer, manufacturer's agent), P.O. Box 3806, Station D, Edmonton, Alberta.

**CHILE**—Polyvinyl containers; requests replies in Spanish. Sociedad Chilena de Fertilizantes, Ltda. (importer, manufacturer of fertilizers), Bandera 84, Santiago. WTD 1/28/63.

**RHODESIA, NYASALAND**—Flat and tall plastic containers to pack face and talcum powders. Bisco Wholesalers & Distributors (importers, wholesalers, distributors), P.O. Box 78, Lusaka, Northern Rhodesia. WTD 2/14/63.

## 310 Leather, Leather Products

**IRAQ**—Shoe making materials, particularly shoe tacks and nails, linings, buttons, lasts, and glue. Mohammed Hashim Haj Sadeq El-Hajem (importer, wholesaler, retailer, manufacturer), 17-37 Ras al Qarya, Rashid St., Baghdad. WTD 2/13/63.

## 317 Handbags, Other Personal Leather Goods

**AUSTRALIA**—Ladies' plastic hand bags. Direct purchase and agency. Greville Maizels & Co. Pty. Ltd. (importer, distributor), 20 King St., Sydney. WTD 2/4/63.

## 321 Flat Glass

**ITALY**—Sheet glass of all kinds. Direct purchase and agency. Crystal-Vitrum S.p.A. (importer, wholesaler), Via D. Fiasella 3-16, Genova, or P.O. Box 1409.

## 322 Glass, Glassware

**ITALY**—Glass artware, high quality; requests catalogs and price lists. Bellanca & Amalfi (importer, exporter, wholesaler, retailer), Piazza Verdi 58, Palermo.

**RHODESIA, NYASALAND**—Bottles for brilliantines and creams. Bisco Wholesalers & Distributors (importers, wholesalers, distributors), P.O. Box 78, Lusaka, Northern Rhodesia. WTD 2/14/63.

**SOUTH AFRICA**—Novelty gift or decorative items of glass for smokers, florists, and household uses; requests replies only from manufacturers or their export house. Buying Service, S.A. (Pty.), Ltd. (importing distributor), P.O. Box 3437 or 47 De Villiers St., Cape Town.

## 326 Pottery, Related Products

**ITALY**—Chinaware, art and ornamental pottery; high quality desired; requests catalogs and price lists. Bellanca & Amalfi (importer, exporter, wholesaler, retailer), Piazza Verdi 58, Palermo.

**SOUTH AFRICA**—Novelty gift items, porcelain and pottery ware; requests replies only from manufacturers or their export house. Buying Service, S.A. (Pty.), Ltd. (importing distributor), P.O. Box 3437 or 47 De Villiers St., Cape Town.

**SWEDEN**—Good quality household chinaware; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 330 Primary Metal Industries

**ITALY**—Iron bars and sheets; metals in general, providing prices are competitive. Rolla Traverso & Storage S.p.A. (importer, wholesaler, retailer), 4/2 bis Via Avio, Genova Sampierdarena.

## 331 Steel Mill Products

■ **INDIA**—High tensile steel plates. Loan 217; U.S. Enquiry No. S/125/AID. Bid deadline March 28. Tender forms, including specifications of requirements may be obtained, free of cost, from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ Stainless steel sheets in coils of 4 ft. width and approx. 2 m.t. each, in annealed and pickled condition. AISI quality 304, or equal, No. 4 finish on one side and 2B on the other, thickness USG 16, 8 m.t., and USG 14, 10 m.t. Quotations will be accepted on c.i.f. basis. Loan 217; U.S. source. IL#DL/55/81/02301/0751. Bid deadline March 26. Larsen & Toubro, Ltd., I. C. House, Dougall Rd., P.O. Box 278, Ballard Estate, Bombay 1.

■ Stainless steel pipes, weldable as per AISI 302, Rockwell hardness RB 80-96, outside dia. 8.1/16" or 207 mm., inside dia. 6.5/16" or 158 mm., length 16½ ft. Loan 217; U.S. source. IL#A-589312/61/AU/DW/CCI/HQ/RM/L-II(E) and IL#A 589339/61/AU/DW/CCI/HQ/RM/L-II(E). Bid deadline March 28. Steelsworth, Ltd., National Tobacco Bldg., 1 & 2 Old Court House Corner, Calcutta 1.

■ Tool and alloy steel. Loan 217; U.S. source. IL#DL/55/656/02201/0160. Bid deadline March 27. Kumardhubi Fireclay & Silica Works, Ltd., Chartered Bank Bldgs., Calcutta 1. Cable: ENGBIRD, Calcutta.★

■ Open hearth and/or basic oxygen and/or electric process steel hot rolled wire rods. Loan 217; U.S. source. IL#DL/55/390/02101/0595. Bid deadline March 26. Hindustan Kokoku Wire Ltd. 6 Ratendone Rd., New Delhi 11. Cable: HINDKOKOKU.★

■ Cold rolled close annealed, bright mild steel strips. Loan 217; U.S. source. IL#BL/55/156/021013. Bid deadline March 26. Sankey Electrical Stampings Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1.★

■ Stainless steel sheets AISI 18/8 nonmagnetic in 316 quality, 8 m.t. Loan 217; U.S. source. IL#BL/55/168/02301/238. Bid deadline March 28. T. Maneklal Mfg. Co., Ltd., Vaswani Mansions, Dinshaw Vachha Rd., Bombay 1.

■ Cold rolled steel sheets. Loan 217; U.S. source. IL#DL/55/398/02101/0257. Bid deadline March 28. Jaipur Metals & Electricals Ltd., Near Railway Station, Jaipur (Rajasthan).★

■ Alloy steel bars for manufacture of ball pins for automobile tie rod ends. Loan 217; U.S. source. IL#DL/55/757/02201/0232. Bid deadline April 1. Rane (Madras), Ltd., Tie Rod Ends Factory, No. 354, M.K.N. Rd., Alandur, Madras 16. Cable: AUTOWORKS.★

■ Electrical steel sheets, approx. 90 tons. Loan 217; U.S. source. IL#DL/55/39/02/01/0417. Bid deadline March 28. Davidayal Stainless Steel Industries Pvt., Ltd., Stampings Division, Bombay. Cable: DEVISTEEL.

**ITALY**—Stainless steel tubes, sheets and band. Commerciale Acciai S.r.l. (importer, wholesaler), Piazza Barabino, 10-5, Genova Sampierdarena.

■ **PAKISTAN**—Black seamless steel tubings, to ASTM A120 and A53; galvanized seamless steel tubings, to ASTM A120 and A53; galvanized seamless steel pipe, to ASTM A120 Schedule 40, Grade A&B, threaded and coupled; steel seamless pipe, carbon steel to AISI C1045, and AISI C1035; round bars, black, hexagonal, rolled bars, alloy steel bars, etc. Loan 7; U.S. source. S/A No. RM039708. Credit amount $131,250. Bid deadline March 28. Beco Pump Manufacturing Co., Ltd., The Mall, Lahore. Cable: PUMP, Lahore.★

■ Steel, flat rolled carbon sheets, 1,100 tons; foundry pig iron, 1,500 tons. Loan 7; U.S. source. Tender VA-7/67059/67064/1/62. Bid deadline March 28. Government of Investment Promotion & Supplies (Industries Division), Karachi. Copies of tender may be obtained from Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

■ Foundry pig iron, up to ASTM Standard or equal. Loan 7; U.S. source. S/A No. RM 040611. Credit amount $10,500 Bid deadline March 28. The National Steel Rolling Mils, 30-The Mall, P.O. Box 87. Lahore.

■ Standard foundry quality pig iron, 140 tons. Loan 7; U.S. source. S/A No. RM 057391. Credit Amount $14,616. Bid deadline May 7. North Bengal Sugar Mills Co., Pvt., Ltd., Gopalpur, Rajshahi, East. Cable: SUGAR, Gopalpur.

**SWEDEN** — Cold and hot rolled steel products: thin sheets, plates, bars, and wire, in carbon, stainless, and acid-proof types; hot and cold drawn tubes. Direct purchase and agency. AB C. I. Pihl (agent, wholesaler), Kungsgatan 10, Goteborg.

## 332 Iron, Steel Foundries

**SWEDEN**—Centrifugal iron cast tubes. Direct purchase and agency. AB C. I. Pihl (agent, wholesaler), Kungsgatan 10, Goteborg.

■ **VIET-NAM**—Cast iron pipe, fittings, valves, appurtenances. Loan 62; worldwide source. Invitation No. 0776-28013. Bid deadline March 29. Central Purchasing Authority, P.O. Box H-5, Saigon. Copies of tender may be obtained from the Embassy of Viet-Nam, 2251 R. St., NW., Washington 8, D.C. Notice to bidders: Due to a clerical error, although continuation sheets of tender are numbered 1 through 76, there are no sheets numbered 15 or 16.★

## 335 Rolling, Drawing, Extruding of Nonferrous Metals

**GERMANY**—Copper sheets and strips, 5,000 kilos (11,025 lbs.) of each: copper sheets with bright surface, hard or ½ hard: 0.5 x 1,000 x 2,000 mm., 0.6 x 1,000 x 2,000 mm., 0.7 x 1,000 x 2,000 mm., 0.8 x 1,000 x 2,000 mm.; copper strips, soft or ½ hard, with parallel rolling edges: 0.3 x 600 or 0.3 x 1,000 mm., 0.4 x 600 or 0.4 x 1,000 mm., 0.5 x 600 or 0.5 x 1,000 mm., 0.6 x 600 or 0.6 x 1,000 mm.; requests immediate replies with price quotations free Nuertingen or c.i.f. Hamburg or Rotterdam. Heinrich Fuchs, Metallwaren (foundry, wholesaler), Nuertingen a. Neckar.

Marine cable, German types MK, MKO, MKOY and MKHOY, ground cable, German type NYY; electrical wire for residential construction, German types NYM and NYRUZY. Direct purchase and agency. Wilhelm Berding (importer, wholesaler, sales agent), Schulstr. 7, Bremerhaven. WTD 2/7/62.

● **KOREA**—Various types and lengths of cable, tender KFX-3013-S, bid deadline April 4; tenders must be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea. (WO 7-2162.)

● **SUDAN**—Underground cable, (22,000 yds.), tender P&T/Stores/15-6-3 (Contract 132), bid deadline March 27; tenders should be submitted to the Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South, Sudan. (WO 7-2162.)

**VENEZUELA**—Materials for electric wire

industries. Direct purchase and exclusive agency. Ottenheimer & Heimann (sales agent), P.O. Box 548, Pasaje Zingg, Ofc. 353, Caracas. WTD 1/21/63.

### 336 Nonferrous Foundries

■ **PAKISTAN**—Copper wire, copper weld wire, copper rod, accessories. Loan 7; U.S. source. Tender Pur. 4-8/63/475. Bid deadline March 28. Pakistan Telegraph & Telephone Dept., Office of the Director General Telegraph & Telephone, Karachi. Clause 9 of tender notice amended to read: "The successful tenderer shall ship 100% of the required stores on vessel flying U.S. Flag." Copies of tender may be obtained from: Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

### 342 Cutlery, Hand Tools, General Hardware

**BERMUDA**—Interior and exterior door locks for hotels, cottages, and offices. Ll. Newton Butterfield Construction Co., (importing distributor, manufacturer, and commission merchant), Hamilton. WTD 1/23/62.

**CHILE**—Handtools for mining and construction operations. Direct purchase and agency. O. H. Mitchell & Cia. Ltda., (importer, sales agent), 930 Huerfanos, Casilla 1014, Santiago. WTD 2/12/63.

**ENGLAND**—Engineering handtools and hardware and engineers small tools. Direct purchase and agency. Macrome Ltd., (wholesaler and sales agent), P.O. Box No. 39, Macrome Rd., Wolverhampton, Staffordshire.

**SOUTH AFRICA**—Handtools, (requests replies from manufacturers only). Direct purchase and agency. Wilfrid Clark & Co. (Pty.) Ltd. (importing distributor, manufacturer's agent), P.O. Box 2447 or 32 Sydney Rd., Durban.

**SWEDEN**—Household cutlery, handtools, kits for the "do-it-yourself" handyman; hobby tools, garden tools; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

### 344 Fabricated Structural Metal Products

**LIBYA**—Radio towers; wishes information, specifications, price data c.i.f. Benghazi. Cyrenaica Electronics Company (importing distributor, agent) P.O. Box 476, Benghazi. WTD 2/4/63.

● **THAILAND**—Supply and installation of 2 boilers, marine Scotch or Babcock & Wilcox type, water tube, single pass marine header type, approximately 18,000 lbs. steam an hour. Port Authority of Thailand, Klong Toey, Bangkok. Bid deadline April 10. Specifications are available from the above address for approximately $9.53.

### 345 Screw Machine Products

● **MOZAMBIQUE** — Industrial fasteners 456,692 units—35,568 bolts w/nuts for rails, 35,568 threaded bolts, 365,566 galvanized screw spikes ⅞" dia, 147 mm long, 20,000 galvanized screw pikes ⅞" dia. 190 mm long. Bid deadline April 26. Office of the Storekeeper, Beira Railway, Servico de Armazens de C.F.B., 2a Seccao, Beira, Mozambique. Payment required at above address $155.01 for documents on bolts and nuts, $1,102.31 for screwspikes; drawings available for $0.69. (WO 7-5589.)

### 347 Coating, Engraving, Allied Services

★★ **ITALY**—Desires to import paints for coating and painting inside cans for citrus juices, specifically lemons; PO.ME.SI. A.S.P.A. (Poligrafica Metallurgica Siciliana Affini), Via Tiro a Segno 70, Palermo, Sicily. WTD 8/13/62. I.R. A-105.

### 349 Fabricated Metal Products

■ **INDIA**—Permanent magnets 2" O. D. x 3" long, with ⅝" dia., central cored hole, heat treated and ground on the two end faces, magnetic axis along the 3" length. Loan 217; U.S. source. IL#A593399/61/AU-DW/CCI/HQ/RM/L-II(E). Bid deadline March 27. Steelsworth Ltd., National Tobacco Bldg., 1 & 2 Old Court House Corner, Calcutta 1.★

**SWEDEN**—Valves and fittings for water, steam, gas, oil. Direct purchase and agency. Gustaf Fagerberg AB (agent and wholesaler), Kronhusgatan 16, Goteborg.

### 351 Engines, Turbines

● **AUSTRALIA**—Specifications available for review only in Room 4124, Power and Electrical Equipment Division, BDSA. Snowy Mountain Hydro-Electric Authority, Sydney. Contract Nos. M.136 and E.515 (INTERNATIONAL COMMERCE—March 4, p. 41).

**ITALY**—Inboard and outboard motors; requests replies from manufacturers only. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

### 352 Farm Machinery, Equipment

**CHILE**—Agricultural machinery. Direct purchase and agency. Organización Tanner (Valparaiso) S.A.C. (importer), Prat 778, Casilla 825, Valparaiso. WTD 1/31/63.

**ITALY**—Agricultural machinery and implements, including light-power tractors from 9 to 14 hp., motor cultivators; requests replies from manufacturers only. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

■ **PAKISTAN**—Sprayers. Loan 53; U.S. source. VA-3/L-53/67220/C-2/63. Bid deadline March 28. Government of Pakistan, Department of Investment Promotion & Supplies, Karachi. Copies of tender may be obtained from: Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

■ Sprayers. Loan 53; U.S. source. VA-3/L-53/67218/B-5/63. Bid deadline March 28. Government of Pakistan, Department of Investment Promotion and Supplies, Karachi. Copies of tender may be obtained frrom: Embassy of Pakistan, 2315 Massachusetts Ave., NW., Washington 8, D.C.★

**PHILIPPINES**—Sprayer for garden. EURASIAN-AMERICAN COMMERCIAL (manufacturer's agent), 601 Manhattan Bldg., Nueva, P.O. Box 1118, Manila. WTD 8/7/62.

**SWEDEN**—Garden equipment; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

### 353 Construction Machinery

**CHILE**—Machinery and tools for house building. Direct purchase and agency. RETEC—Representaciones Técnicas, Ltda. (engineering consultant, importer, manufacturer), Av. Bulnes 177, Casilla 3612, Santiago. WTD 1/31/63.

Heavy duty trucks for mining and construction operations, machinery and tools in general. Direct purchase and agency. O. H. Mitchell & Cia. Ltda., (importer, sales agent), 930 Huerfanos, Casilla 1014, Santiago. WTD 2/12/63.

**ENGLAND**—Heavy construction and general engineering equipment. Direct purchase and agency. Simplon Export and Import Company Ltd. (exporter, commission merchant, sales agent), 6 Carlos Pl., Grosvenor Square, London, W.1. WTD 1/17/63.

■ **INDIA**—Crawler diesel tractors of powershift transmission of H. P. 160, 2, with gasoline starting engine, including 12-volt electric starter and lights. Lifetime lubricated idlers and rollers, with crankcase guard, pull hook, and half set street plates with hydraulically operated angle dozer including hydraulic controls. Loan 157; U.S. source. IL#988945-DLF-157/61/HQ-CG.III. No. 4(242)/62-AID-II. Bid deadline March 28. Baijnath Sarda, 15-B Clive Row, Calcutta, 1.★

**IRAQ**—Construction machinery such as bulldozers, pavers, concrete mixers; requests replies from manufacturers only. Direct purchase and agency. Al-Nasir Trading Co., W.L.L. (importer, wholesaler, retailer, exporter), Victory Sq., Sa'doun St., Baghdad. WTD 2/4/63.

**ITALY**—Materials handling, construction, other industrial equipment, such as cranes, power lifts, belt conveyors, bulldozers. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

**SPAIN**—Oil and water well drilling equipment; requests replies from manufacturers only. Direct purchase and agency. VEGRADA, S.A. (drilling contractor, importer, wholesaler), Avenida del Generalisimo 8, Madrid 16.

Portable and stationary crushers and grinders for minerals, sideritic products and for use in cement factories; portable highway construction and repair equipment. Direct purchase and agency. Imporex S.A. (importer, exporter), Avenida de Jose Antonio 34, Madrid 13.

● **SUDAN**—Crane, one, electric overhead, 3 tons, span between rails 55', spares. Tender 2782, bid deadline March 25. Two-percent deposit required. Tender to Controller of Stores, Sudan Railways, Khartoum, or to Sudan Government purchasing Agent, 3-5 Cleveland Row, St. James' London S. W. 1.

■ **TUNISIA**—Tubular scaffolds, traxcavator machine, 300 m³ form wood, tractor, 7-ton truck, 10-ton truck, 8-ton trail-car, compressor, compound of 200 shoring supports, 2,000 tubular shores. Loan 196; U.S. source. Credit amount $149,543. No bid deadline given. Société Maghrebine D'Etudes Et De Travaux, SOMET, 5 rue de Vesoul, Tunis, where interested suppliers may apply for further information.

**TURKEY**—Special type of small crane: preferably one which operates on rails, for hoisting workers and materials from roof down side of building. Emek Insaat Anonim Sti., Istanbul Hilton Oteli Ilave Insatti Santiye Sefligi, (construction firm), Cumhuriyet Caddesi Sergi Sarayi Methali, Harbiye, Istanbul or P.O. Box 28, Sisli, Istanbul.

■ **UNITED ARAB REPUBLIC**—Ditchers, 4, with trapezoidal attachments, capable of digging trapezoidal sections of canals and drainage ditcher with a 15.7" bottom width, 1 to 1 side slope, and a depth of 48" in both normal and sticky soil conditions, at a minimum rate of 3' a minute in heavy clay soils.

Ditchers, 10, with trapezoidal attachments, capable of digging trapezoidal sections of canals and drainage ditches with a 9.8" bottom width 3 to 4 side slope, and a depth of 39.4" in both normal and sticky soil conditions, at a minimum rate of 4' a minute in heavy clay soils. Loan 27; U.S. source. Bid deadline March 27. Ministry of Agrarian Reform & Land Reclamation, c/o The Minister's Technical Office, Cairo, U.A.R. Cable: REFORM.

## 354 Metalworking Equipment

**CHILE**—Machinery for manufacture of electric motors, turbines, air extractors, electric fans; requests replies from manufacturers only. Direct purchase and agency. Ingenieria Electomecanica "Aerolite" Ltda. (manufacturer), 836/840 Cueto, Casilla 3841, Santiago. WTD 2/8/63.

■ **INDIA**—Special single hopper acetylene generator with optional equipment. Total c.i.f. Bombay price for the plant and additional equipment. Loan 157; U.S. source. Import license 989250/DLF.157/61/HQ.CG. III. Ref. No. 4(238)/62-AID-II. Bid deadline March 28. Supreme Motors Pvt., Ltd., Asaf Ali Rd., New Delhi. Cable: SUPERSTRUCK.★

■ Supply of steel, design and sink forging and trim dies complete, using hardtem, or similar steel. Loan 217; U.S. source. Reference: MD:03/05043. Bid deadline March 28. Wyman-Gordon India, Ltd., Off Pokhran Rd., Majiwade, Thana, Bombay. Interested suppliers may also contact Wyman-Gordon Co., Worcester, Mass., for further details.

■ Complete plant for acetylene gas. Quotation c.i.f. basis. Loan 157; U.S. source. IL#989367/61/HQ/CG. Ref. No. 4(14)/62-AID-II. Ambica Oil Mill Co., Station Rd., Palitana (Saurashtra). Bid deadline March 28.★

■ Machine tools, combination semi and fully automatic spiral flute grinding machine; semiautomatic drill clearance grinding machines. Loan 157; U.S. source. IL AU/GL/MTC/63/DLF/361. Ref. No. 2(23)/62-AID-II. Bid deadline March 28. Twist Drills Manufacturers Pvt. Ltd., P-17 Mission Row Extension, Calcutta 13. Cable: TAPSANDIES.★

■ High vacuum pump for maintaining vacuum insulated liquid oxygen, nitrogen storage and transport tanks, complete with motors, 400/440 volts, 3 phase, 50 cycles. Loan 157; U.S. source. IL#989251/DLF/157/61. Ref. No. 4(223)/62-AID-II. Bid deadline March 25. Indian Oxygen, Ltd., 48/1, Diamond Harbour Rd., Calcutta 27.

**SWEDEN**—Portable power tools for the home workshop; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 355 Special Industry Machinery

**AUSTRALIA**—Machinery for converting jute waste into felt underlay padding for carpets and rugs—a heavy shredder, a super picker, a double doffer, and a horizontal lapper. Bag Products Co. Pty. Ltd., also known as Bag & Jute Co. Pvt. Ltd. (manufacturer), Newbridge Rd., Moorebank, N.S.W.

**CHILE**—Meat and fish processing equipment. Direct purchase and agency. RETEC—Representaciones Técnicas, Ltda. (engineering consultant, importer, manufacturer), Av. Bulnes 177, Casilla 3612, Santiago. WTD 1/31/63.

Machinery for manufacture of low voltage electric lamp bulbs with 5, 5 & 10 bulb caps; machinery for manufacture of electric fluorescent lighting starters; complete plant for manufacture of cotton insulating tape for electrical uses; complete plant for metallizing plastic materials (urea, PVC, polyestyrol) employing high vacuum system or process; complete line of ampule making machinery from glass tubes. Indústrias Eléctricas "INDEL" (manufacturer), Santo Domingo 4084, Casilla 10019, Santiago. WTD 8/22/62.

**ECUADOR**—Pill packaging machinery using cellophane, plastic, or polyethylene materials, maximum capacity 100,000 pills daily; pill granulator, maximum capacity 100,000 pills daily; requests replies in Spanish. Gerardo Gonzalez A. (importer, manufacturer), "El Motor", P.O. Box 436 or Calle Lalama 319, Ambato.

Machinery for mixing, drying, and for centrifuge operations in manufacturing cubed sugar; capacity approx. 400 kilograms of sugar hourly. Empresa "Domino," Sr. M. J. Chediak, Gerente (manufacturer), Casilla Postal 440, Quito.

**HONG KONG**—Shrinkage machines for men's cotton shirt collars. Spear Shirt Co., Ltd. (garment manufacturers and exporters, store retailers), Room 825 Central Bldg., P.O. Box 988, Hong Kong. WTD 2/6/63.

■ **INDIA**—Machinery for the manufacture of miniature electrical lamps. Loan 157; U.S. source. IL#988866/DLF.157/61. Ref. No. 4(261)/62-AID-II. Bid deadline March 28. Lumina Electrical Industries, Bahwanishankar Cross Road, Dadar, Bombay 28.★

■ 4-mold rotary grid, trim-casting machine, complete with 5¾ trimming die having electric safety switch attached, centrifugal lead feed pump, lead feed lines and gas heating pipes, dump type lead dispensing ladle temperature indicators, ½ with suitable H.P. 400 volt, 3 phase, 50 cycle motor and magnetic starter switch, without molds; scrap return conveyor, for transporting scrap from trimming die to rear of machine; portable elevating scrap conveyor from rear to lead pot with individual motor and drive. Loan 157; U.S. source. IL#989720/DLF.157/6/HQ/CG.I. Ref. No. 4(149)/62-AID-II. Bid deadline March 28. The Bharat Battery Manufacturing Co., Pvt., Ltd., P-1A, Rashbehari Ave., Calcutta 19.

● **IRAN**—Tire rebuilding equipment, plus installations and training of personnel for renovation and rehabilitation of recapping plant in Dezful. Tender 23, bid deadline April 8th. Iranian Army Ordnance Department IIA, Service and Credit Division. Teheran.★ (WO 7-5589.)

**ITALY**—Complete line of machinery and equipment for shelling and processing almonds. Pietro Patti & Figli (wholesaler, exporter), Via Lincoln 85, Palermo.

★★ Wants to contact tin plate firm for technical assistance and importing canning equipment to improve production methods; PO. ME.SI. A.S.P.A. (Poligrafica Metallurgica Siciliana Affini), Via Tiro a Segno 70, Palermo, Sicily. WTD 8/13/62. IR-A-105.

■ **LEBANON**—Automatic line for the preparation of concentrated juice, capacity 6 to 8 tons an hour of fresh tomatoes; accessories, including evaporator for concentration of tomato juice, steam turbine with accessories; can filling and sterilization system; accessories, including automatic machine for measurement of 100 to 1,000 grams, pneumatically operated. Loan 99; worldwide source. Amount of credit $100,000. No bid deadline given. Interested suppliers should contact The Modern Industrial Canning Corp., Chtaura, Beka'a.

■ Pneumatic fleshing machine; brushing machine; fully automatic oil-fired air heater; splitting machine, one each. Loan 99; worldwide source. Amount of credit $15,000. No bid deadline given. Purchase expected with A.I.D. financing. For further information interested suppliers should contact Melkon and Simon Tchakarian, Bourj Hammoud, Mt. Lebanon.

● **MEXICO**—Fertilizer plant converting garbage to fertilizer, capacity 100-150 m.t. daily. Estimated cost $640,000. Quotations, literature, to Lic. Leopoldo Gonzalez Saenz, Presidencia Municipal, Monterrey, N.L., Mexico. Contact U.S. Consulate, Monterrey for assistance. No bid deadline given.

■ **PAKISTAN**—Valves, commercial and industrial type gas meters, thermostat, welding plant, machines, pipeline plugging bypassing and stopping equipment. Loan 53; U.S. source. S/A No. RM 036254. Credit amount $55,377. Bid deadline March 28. Karachi Gas Co., Ltd., Variawa Bldg., McLeod Road, Karachi.★

■ Equipment required for fan, belts transmission, and conveyor belting plant: set belt vulcanizing press, set oildraulic pump 10 hp., with 300/L tank, thickness gage for belt press, 3" width x 16'-0" length; mold for floor meters; set rubber belt forming machine, set rubber cloth tearing off machine, packaged boiler, evaporating 6,000 lbs./hr; water treatment plant, suitable for the boiler. Loan 194; worldwide source. Credit amount $57,000. Bid deadline March 28. National Tyre & Rubber Co., Queens Rd., Karachi. Cable: ASSENG. Copies of specifications may be obtained from: Bank of America, Far Eastern Division, 37-41 Broad St., New York 15.★

**PHILIPPINES**—Hulling and husking machinery for rice and corn milling. P. Y. Arriola & Sons Co. (manufacturer, importer, wholesaler), Sanciangko St., Cebu City, Cebu. WTD 8/9/60.

Machinery to manufacture hollow concrete poles; abaca products, rugs. Hijos de F. Escano, Inc. (importer, exporter, wholesaler), 350 D. Jakosalem St., P.O. Box 205, Cebu City, Cebu.

**RHODESIA, NYASALAND**—Grinding, sifting, melting, mixing, and filling machines for powders and brilliantines for cosmetic industry; machinery for paper bag and stationery manufacture. Bisco Wholesalers & Distributors (importers, wholesalers, distributors), P.O. Box 78, Lusaka, Northern Rhodesia. WTD 2/14/63.

**SWEDEN**—Regeneration plants for wastes from pickling tanks. MIBIS—Merkantila Ingeniorsbyram AB (importer, wholesaler, contractor, consulting engineer), Karlsbodavagen 39, Mariehall. WTD 5/29/61.

■ **TAIWAN**—Wide belt sander, 2 sets, maximum working width 1,220 mm., complete with motor and other equipment. Loan 113; worldwide source. Credit amount $22,000. Bid deadline March 28. Kai Nan Lumber & Wood Mfg. Co., Ltd., 62 Nanking E. Rd., Sec. 3, Taipei.

■ **TUNISIA**—Leather polishing machine, hydraulic wringing machine, high capacity; machine for preparation of skin; dust removing machine; leather dyeing machine; weight lifting and moving machine with battery loader; truck with dumping bucket, swiveling wheels for carriers. Loan 196; U.S. source. Credit amount $69,599. No bid deadline given. Tannerie Moderne De La Manouba, La Manouba, where further information is available.

■ Mobile compressor machine; stone crusher machine; rotary crane machine. Loan 196; U.S. source. Credit amount $18,-266. No bid deadline given. Entreprise De Travaux Publics, "Laroussi Galloul," 34 rue Charles de Gaulle, Tunis, where further information is available.

**TURKEY**—Machinery for manufacture of wooden packing cases and of corrugated cardboard boxes; machinery for manufacture of corrugated cardboard. Adafer Ticari ve Sanayi Isletmeleri (manufacturer), Kucuk Mustafa Pasa, Karadeniz Cad. No. 72, Istanbul. WTD 3/28/62.

**UNITED ARAB REPUBLIC**—Machinery for application of coating of barytagelatin on paper and coating of photographic gelatin emulsion on paper; production capacity of 100 meters of paper a working hour. Eugene Moros & Bros. (manufacturer), 10 Neguib El Rihani St., Cairo. WTD 1/31/63.

## 356 General Industrial Machinery

**ECUADOR**—Machinery and general equipment for producing dinnerware and sanitaryware; requests technical assistance from firms having needed items. Com-

ercial Ardassum, S.A. (importer, manufacturer), Clemente Ballen 207-209, P.O. Box 904, Guayaquil. WTD 6/12/62.

■ **INDIA**—Self-propelled, crawler type, drilling unit, complete with standard equipment; 600 cfm., two-stage, oil cooled, diesel engine driven, rotary portable air compressor, complete with standard equipment, having A.S.M.E. Combination oil separator air receiver, oil bath air filter air guide capacity control and thermal switch protection in compressor discharge. Loan 157; U.S. source. IL#988942/DLF-157/61. Ref. No. 4(15)/62-AID-II. Bid deadline March 28. Bisra Stone Lime Co., Ltd., Chartered Bank Buildings, Calcutta 1.★

**PHILIPPINES** — Sprayer for painting. EURASIAN-AMERICAN COMMERCIAL (manufacturer's agent), 601 Manhattan Bldg., Nueva, P.O. Box 1118, Manila. WTD 8/7/62.

■ **TURKEY**—Main pump installations. Ref. No. 135-EKD/3357. Loan 70; worldwide. Bid deadline April 30. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara, where complete specifications may be obtained.★

## 357 Office, Computing, Accounting Machines

**SWEDEN**—Scales of various types, particularly household and bathroom; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 358 Service Industry Machines

**BOLIVIA**—Home air-conditioning equipment, 220 volt 50 cycle and 110 volt 60 cycle preferred; requests replies from manufacturers only. South American Corp. (importer, retailer), Plaza 14 de Septiembre 6148-6158, Casilla de Correo 394, Cochabamba. WTD 1/22/63.

**CHILE**—Industrial refrigeration equipment. Direct purchase and agency. RETEC—Representaciones Técnicas, Ltda. (engineering consultant, importer, manufacturer), Av. Bulnes 177, Casilla 3612, Santiago. WTD 1/31/63.

**ITALY**—Air conditioners. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

**SOUTH AFRICA**—Coin operated vending machines for cigarettes, candy, coffee, soft drinks, pastries, and ice cream; requests replies from manufacturers or their sole export house. Direct purchase and agency. Universal Textiles South Africa (Pty.), Ltd. (manufacturer's agent), Fifth Floor, Sanlam Centre, Heerengracht, Cape Town. WTD 12/11/62.

## 361 Electric Transmission, Distribution Equipment

**SWEDEN**—Electrical measuring instruments; requests replies from manufacturers only. Ingenjorsfirman L. Ekelund (importer, sales agent, manufacturer, exporter), Tyska Bottens vag 36, Bromma. WTD 2/7/63.

■ **THAILAND**—Fuse cutout, lightning arrester, bartap connector. Loan 19; worldwide source. Inv. No. PDC-MEA-151. Bid deadline March 28. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Copies of complete invitation to bid are available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

● **TUNISIA**—Supply of 147 transformers rated from 16 kv.-a. to 500 kv.-a. including related miscellaneous equipment, tenders 24 and 25, bid deadline March 30. Société Tunisienne de l'Electricité et du Gaz (STEG). Copies of tender notice (in French) available for loan in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

## 362 Electrical Industrial Apparatus

**CHILE**—Labor mechanization equipment. Direct purchase and agency. RETEC—Representaciones Técnicas, Ltda. (engineering consultant, importer, manufacturer), Av. Bulnes 177, Casilla 3612, Santiago. WTD 1/31/63.

● **IRAQ**—Supply and installation of one 250-kw. diesel generator set, tender 17, bid deadline March 30. Directorate General of Planning and Design, Ministry of Municipalities, Baghdad. Specifications may be obtained from the above address upon payment of $5.60 plus 70 cents air mail postage. One set available for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WO 7-4242.)

● Supply of miscellaneous parts for Model CHI-12 volt, 300-watt generator, tender SIGS/18/1962, bid deadline April 24. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications may be obtained from the above address for $1.40 including postage. One set available for review only in Room 4124, Power and Electrical Equipment Division, BDSA. (WO 7-4242.)

## 363 Household Appliance

**CANADA**—Portable refrigerators operated by gas, electricity, or alcohol. Bruce Hudson (marketing agency), 420 Hidhurst Pl., British Properties, West Vancouver, B.C. WTD 5/11/62.

**ENGLAND**—Machinery for sewing trimmings on lingerie. Laces & Trimmings Div., Raywarp Textiles Ltd. (manufacturer, exporter), Alfred St. North, Nottingham. WTD 2/8/63.

**GERMANY**—Small console type electric dishwasher. Exclusive distributorship with direct purchase or commission agency. Ernst Boettger (sales agent), Lahnstr, 41, Bremen.

**IRAQ**—Gas ranges; requests replies from manufacturers only. Direct purchase and agency. Mahdi Tuaima Sons Co. (importer, wholesaler, retailer, sales agent), 23/84 Salhiya, Baghdad. WTD 4/22/60.

**ITALY**—Household appliances; electric stoves and heaters, vacuum cleaners, transistor-operated refrigerators. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

**RHODESIA, NYASALAND**—Domestic electrical appliances, particularly small appliances, deep-freezers, gas stoves, electric stoves, paraffin and gas refrigerators. Central African Radio & Electrical (Pvt.) Ltd. (importer, distributor), P.O. Box 8027, Belmont, Bulawayo, Southern Rhodesia. WTD 2/6/63.

Electrical appliances, including refrigerators, and gas and electric cookers. Solanki & Co., Ltd. (merchants, direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

## 364 Electric Lighting, Wiring Equipment

**CANADA**—Lamps for exterior domestic use operated by natural gas. Bruce Hudson (marketing agency), 420 Hidhurst Pl., British Properties, West Vancouver, B.C. WTD 5/11/62.

● **GREECE**—Supply of transmission and pole line hardware, tender No. DMFM-164, bid deadline April 2. Estimated value of contract $135,000. Public Power Commission (PPC), 30 Chalkokondyli St., Athens. Copy of specifications available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

## 365 Radio, Television Sets

**IRAQ**—Radio and TV sets; current in Iraq is 220 volt, 50 cycles; requests replies from manufacturers only. Direct purchase and agency. Al-Nasir Trading Co., W.L.L. (importer, wholesaler, retailer, exporter), Victory Square, Sa'doun St., Baghdad. WTD 2/4/63.

**ITALY**—Recording machines. Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

★★ Desires to import and act as agent for line of FM radio and walki-talki equipment; Francesco Ribolla, 6-8-10 Via Rosolino Pilo, Palmero, Sicily. NCIA. I. R. A-108.

**LIBYA**—Household and portable radio receivers, phonographs, recorders; commercial recorders, amplifiers, audio equipment and accessories, phonograph records, record blanks and pre-recorded magnetic tapes; requests quotations c.i.f. Benghazi. Direct purchase and agency. Cyrenaica Electronics Company (importing distributor, agent), P.O. Box 476, Benghazi. WTD 2/4/63.

**RHODESIA, NYASALAND** — Transistor radios. Solanki & Co., Ltd. (merchants and direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

## 366 Communication Equipment

**AUSTRALIA**—Closed circuit TV installation used in the home to observe sleeping infants or callers at the front door. J. J. Bryant, Kennilly Industries of Australia, P.O. Box 30, Baulkham Hills, N.S.W.

● **GREECE**—Supply of teleprinters, teletype transmitters, and associated equipment at an estimated cost of $630,000. Tender 0183, bid deadline April 24. Greek Telecommunications Organization, 4 Sophocles St., Athens.★ (WO 7-4823.)

**LIBYA**—Telephone and telegraph equipment, entire systems and components; transmitters and receivers, radio communication; system and components for microwave transmission; requests information, specifications, price data c.i.f. Benghazi. Cyrenaica Electronics Co. (importing distributor, agent), P.O. Box 476, Benghazi. WTD 2/4/63.

**PHILIPPINES** — Fish finding electronic equipment. P. Y. Arriola & Sons Co. (manufacturer, importer, wholesaler), Sanciangko St., Cebu City, Cebu. WTD 8/9/60.

## 367 Electronic Components, Accessories

**LIBYA**—Commercial amplifiers, audio equipment and accessories; quotations c.i.f., Benghazi. Direct purchase and agency. Cyrenaica Electronics Company (importing distributor, agent), P.O. Box 476, Benghazi. WTD 2/4/63.

## 371 Motor Vehicles, Accessories

**CHILE**—Trucks. Direct purchase and agency. Organización Tanner (Valparaiso) S.A.C. (importer), Prat 778, Casilla, 825, Valparaiso. WTD 1/31/63.

**ENGLAND**—Automotive electrical and fuel system equipment, sale, service. Direct purchase and agency. Autocar Electrical Equipment Co. Ltd. (importer, wholesaler, sales agent), 77/85 Newington Causeway, London, S.E.1. WTD 2/1/63.

■ **INDIA**—Motor vehicle parts, King pin sets, transmission gears, gears and transmission gear parts, tie rod ends, oil seals.

Loan 217; U.S. source. IL#268725; 268726. Ref. No. 60(344)/62-AID(1). Bid deadline March 28. Addison & Co., Ltd., 158 Mount Rd., Madras 2. Cable: ADDISONCO.★

■ Gear inspection instrument for checking spur gear with max. pitch dia. 7", and helical gear with max. pitch dia. 6½". Loan 157; U.S. source. IL#989427/DLF. 157/61/HQ/CG.I Ref. 41(737)/62-AID-II. Bid deadline March 28. Veegal Engines & Engineering, Ltd., 31 Chittaranjan Ave., Calcutta 12.

■ U. J. repair kits for Dodge Kew Trucks, equivalent to Mopar part no. 1243615, 2,000 to 3,000 pcs. Loan 217; U.S. source. Bid deadline March 28. India Motor Parts & Accessories, Ltd., P.O. Box 2422, 1/155 Mount Rd., Madras 2. Cable: INDIAMOTOR.

■ Component parts for automobiles. Loan 217; U.S. source. IL#A-591274/61/AU-DW/CCI/HQ/RM. Ref. 61(10)/62-AID(1). Bid deadline March 28. The Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay 70.★

■ Garage tools and equipment for servicing Chrysler group vehicles. Loan 217; U.S. source. IL#A.592101/61/AU-DW/CCI/HQ/RM. Ref. No. 61(10)/62-AID(1). Bid deadline March 27. The Premier Automobiles, Ltd., Agra Rd., Kurla, Bombay 70(AS).★

**ITALY**—Automobile spare parts; (requests replies from manufacturers only). Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

● **LEBANON**—Buses, 150, gasoline, capacity 60 persons including 25 seated. Bid deadline April 24. Tenders in French are available from Office des Chemins de Fer de l'Etat Libanais et du, Transport en Commun de Beyrouth et de sa Banlieue, rue Arwam, Beirut.

**RHODESIA, NYASALAND**—Automobiles. Solanki & Co., Ltd. (merchants, direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

**SOUTH AFRICA**—Transmission equipment, such as drive belts, conveyor equipment, couplings, clutches; requests replies from manufacturers only. Direct purchase and agency. Wilfred Clark & Co. (Pty.) Ltd. (importing distributor, manufacturer's agent), P.O. Box 2447, or 32 Sydney Rd., Durban.

**SWEDEN**—Motor vehicle accessories, particularly electric defrosting fans, rubber floor mats, flashlights; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 373 Ship Building, Repairing

**ITALY**—Plastic or aluminum boats, specifically pleasure crafts; (requests replies from manufacturers only). Direct purchase and agency. Comm. Egidio Guttadauro (retailer, wholesaler, importer, agent), Via Marchese Villabianca 157-159, Palermo.

★★ Wants to import and act as agent for plywood or fiberglas boat kits; Francesco Ribolla, 6-8-10 Via Rosolino Pilo, Palermo, Sicily. NCIA. I.R. A-108.

**SWEDEN**—Life rafts; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 9 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 374 Railway Equipment

■ **PAKISTAN**—Spare parts for diesel electric locomotives. Loan 53; U.S. source. S/A No. RM 056005. Credit amount $94,710. Bid deadline March 29. The Controller of Stores (Purchase), P. E. Railway, Pahartali, Chittagong.★

## 375 Motorcycles, Bicycles, Parts

**ITALY**—Children's bicycles and other outdoor wheel goods; high quality desired; requests catalogs and price lists. Bellanca & Amalfi (importer, exporter, wholesaler, retailer), Piazza Verdi 58, Palermo.

## 381 Engineering, Laboratory, Scientific Instruments

**ENGLAND**—General engineering equipment. Direct purchase and agency. Simplon Export & Import Co., Ltd. (exporter, commission merchant, sales agent), 6 Carlos Pl., Grosvenor Square, London, W1. WTD 1/17/63.

**ISRAEL**—Scientific instruments and equipment for laboratories, schools, agriculture, and industry, e.g. charts and laboratory equipment for agricultural schools. Eliahu & Hilel Shulman (importer, retailer, manufacturer), 10 Mikve Israel St. or P.O. Box 1039, Tel Aviv. WTD 6/19/59.

**SOUTH AFRICA**—Meteorological instruments; standards must meet approval of U.S. Department of Commerce, Weather Bureau; requests replies from manufacturers or their sole export house. Direct purchase and agency. Instrulec (Pty.) Ltd. (importing distributor), Delta House, 7 Bree St., Cape Town. WTD 9/28/62.

## 382 Instruments for Measuring Physical Characteristics

**SOUTH AFRICA**—Temperature recorders, mercury in steel type having an accuracy of ±1% desired; indicating, recording, and integrating flow recorders for liquid gas flows, high accuracy; pressure gauges and recorders for industrial purposes; requests replies only from manufacturers or their sole export house. Direct purchase and agency. Instrulec (Pty.), Ltd. (importing distributor), Delta House, 7 Bree St., Cape Town. WTD 9/28/62.

## 383 Optical Instruments, Lenses

**RHODESIA, NYASALAND**—Binoculars and similar optical goods. Solanki & Co., Ltd. (merchants, direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

**SWEDEN**—Medium priced microscopes; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 384 Surgical, Medical Instruments

■ **PAKISTAN**—Respirators, full face, and refills; methyl bromide applicator; halide delector (kerosin operator), etc. Loan 53. U.S. source. VA-3/L-53/67217/67221/63. Bid deadline March 28. Government of Pakistan Department of Investment & Supplies, Karachi. Copies of tender may be obtained from: Embassy of Pakistan, 2315 Massachusetts Ave. NW., Washington 8, D.C.★

**SWEDEN**—Life jackets; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 386 Photographic Equipment

**ISRAEL**—Projectors (capable of handling 3" x 4", 4" x 5", 9 cm. x 12 cm. slides, flat, and 3 dimensional opaque material up to 12" x 12") in popular price range for primary schools, and other didactic material. Eliahu & Hilel Shulman (importer, retailer, manufacturer), 10 Mikve Israel St. or P.O. Box 1039, Tel Aviv. WTD 6/19/59.

**RHODESIA, NYASALAND**—Still and cine cameras. Solanki & Co., Ltd. (merchants, direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

**SWEDEN**—Film projectors, slide projectors, 8 mm.; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 391 Jewelry, Silverware, Plated Ware

**SWEDEN**—Stainless steel flatware; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 394 Toys, Amusement, Sporting Goods

**ITALY**—All types of toys, such as dolls, toy furniture, construction sets, mechanical trains; children's outdoor wheel goods including baby carriages, strollers, and gocarts, children's tricycles, coasters, wagons, play cars, sleds; all types of games, such as chess, checkers, dominoes, and puzzles; high quality desired; requests catalogs and price lists. Bellanca & Amalfi (importer, exporter, wholesaler, retailer), Piazza Verdi 58, Palermo.

**RHODESIA, NYASALAND**—Wide range of sports goods. Solanki & Co., Ltd. (merchants, direct importers), P.O. Box 208, Luanshya, Northern Rhodesia. WTD 5/31/62.

**SWEDEN**—Sport fishing equipment, such as reels and rods; outdoor games and equipment, such as dart, badminton, archery, ice hockey equipment, footballs and hand balls, water skis; boat cushions and skin diving equipment; camping equipment, such as tents, sleeping bags, air mattresses; requests catalogs and price lists. Direct purchase and agency. Elof Hansson (manufacturer's agent), 19 Forsta Langgatan or Box 183, Goteborg 1. WTD 3/7/62.

## 395 Pens, Office Materials

**VENEZUELA**—Office supplies. Direct purchase and agency. Hernandez & Ochoa (importer, wholesaler, retailer), P.O. Box 2303, Cipreses a Velasquez 2, Caracas. WTD 1/25/63.

## 399 Manufacturing Industrial Products

**BOLIVIA**—Men's wear, giftware and related articles. El Caballero—Werner Oschinsky (importer, retailer), Bolivar 3621, Casilla 875, Cochabamba. WTD 1/31/63.

**ITALY**—Giftware and novelty merchandise; high quality desired; requests catalogs and price lists. Bellanca & Amalfi (importer, exporter, wholesaler, retailer), Piazza Verdi 58, Palermo.

**JAPAN**—High quality table ornaments, including woodcrafts, handicrafts, pottery. Direct purchase and agency. H. Yamamoto & Co., Ltd. (importer, wholesaler), 71 Kyomachi, Ikuta Ku, Kobe. WTD 2/5/60.

**SOUTH AFRICA**—Decorative novelties for furnishing modern homes and offices; requests replies only from manufacturers or their sole export house. Herod Novelty Co. (Pty) Ltd. (importing distributor), 54 Buitenkant St., Cape Town.

## 505 Farm Products, Raw Materials

**GREECE**—Raw hides. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

### 509 Wholesalers Products

**HONG KONG**—Over-issue, out of date but never used, newspapers, preferably from the West Coast. Pao Chi Trading Company, (importers, exporters), 506-B Kwok Man House, Hong Kong. WTD 2/5/63.

### 781 Motion Pictures

**ISRAEL**—Film strips for instruction on animal husbandry in agricultural schools. Eliahu & Hilel Shulman (importer, retailer, manufacturer), 10 Mikve Israel St. or P.O. Box 1039, Tel Aviv. WTD 6/19/59.

## International Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 011 Field Crop Farms

**CHILE**—PL 480 commodities. Indústrias Electricas Hess, May, S.A. (importer, wholesaler, retailer), 425 Teatinos, Casilla 156-D, Santiago. WTD 2/11/63.

**MOROCCO**—Raw cotton. Société Marocaine de Negoce International "SOMANIT" (commission agents), 5, Boulevard Malik Hossein, Rabat. WTD 2/14/63.

### 200 Food

**CHILE**—PL 480 commodities. Indústrias Electricas Hess, May, S.A. (importer, wholesaler, retailer), 425 Teatinos, Casilla 156-D, Santiago. WTD 2/11/63.

**GREECE**—Canned food products. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

### 203 Canning, Preserving Fruits, Vegetables, Seafoods

**BELGIUM**—Tomato paste. Exclusive agency, Congo and Ruanda-Burundi. Armand Godeaux (agent), 64 Ave. de Berchem St. Agathe, Brussels. WTD 6/20/62.

**NORWAY**—Dried fruits: apricots, prunes, raisins, peaches, pears; requests replies from packers. A/S Norsk Argentisk Handelskompani (importer, agent), 12 Torgalmenning, Bergen. WTD 2/9/62.

### 204 Grain Mill Products

**SPAIN**—Feed grains for livestock. Julian Vaca de Osma E Hijos (wholesaler), Nuñez de Balboa 69, Madrid.

**TRINIDAD**—Canine supplies. D. M. Walsh, Son & Co. (commission merchant, general agent), 16 Frederick St., Apt. 28, 2nd Floor, Port of Spain. WTD 5/23/62.

### 208 Beverages

**SPAIN**—Beer in cans. Julian Vaca de Osma E Hijos (wholesaler), Nuñez de Balboa 69, Madrid.

### 209 Food Products

**BELGIUM**—Macaroni and noodles. Exclusive agency for Congo and Ruanda-Burundi. Armand Godeaux (agent), 64 Ave. de Berchem St. Agathe, Brussels. WTD 6/20/62.

**TRINIDAD**—Safflower oil, in pints not in capsules, as dietary health food supplement. D. M. Walsh, Son & Co. (commission merchant, general agent), 16 Frederick St., Apt. 28, 2nd Floor, Port of Spain. WTD 5/23/62.

### 220 Textile Mill Products

**GREECE**—Subproducts of textile industry, such as wastes, laps. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

**NEW ZEALAND**—Low priced furnishing fabrics, up to $1 a sq. yd. f.o.b.; upholstery cloths, preferably of cotton or rayon/cotton mixtures; towels and toweling; dress textiles; furnishing brocades and damasks; laces, embroideries, and trimmings for dress and foundation garment trade. Richard Seddon Ltd., (manufacturer's representative), Paterson's Bldg., 29 Chancery St., or P.O. Box 511, Auckland, C. 1. WTD 8/16/62.

### 222 Broad Woven Fabric

**AUSTRALIA**—Vinyl upholstering fabrics; requests replies from manufacturers only. Kemsley and Co., Pty. Ltd., (manufacturer's agent), 116-124 Wickham St., Valley, Brisbane, Queensland. WTD 10/9/62.

### 228 Yarn, Thread Mill Products

**GREECE**—Materials for textile industries. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

**NORWAY**—Imitation gold and silver thread for weaving into ribbons, string, braid. J. A. Jacobsen (manufacturer's agent), 15 Ole Vigsgate, Oslo. WTD 12/10/62.

### 265 Paperboard Containers, Boxes

**SWITZERLAND**—Cardboard containers for bottle transportation; requests replies from manufacturers only. J. Kuster, Vertretungen (importer, wholesaler), Schifflande 3, Basel. WTD 10/31/62.

### 270 Printing, Publishing

**AUSTRALIA**—Books and magazines, particularly children's books, hobby books, educational books. Warren Smith Pty., Ltd. (importer), 176 Railway Parade, Leederville, nr. Perth. WTD 10/30/62.

### 280 Chemicals, Allied Products

**SOUTH AFRICA**—Industrial chemicals; sodium hexametaphosphate and gum rosin (W. G. and W. W.); requests replies from manufacturers only. The East Asiatic Co. S.A. (Pty.), Ltd. (importing distributor, agent), P.O. Box 101, Durban, or Whytock Bldg., Smith St., Durban.

### 281 Industrial Chemicals

**CHILE**—Industrial chemical products. Loebel Hnos., Ltda. (indent agent), 1070 Agustinas, Casilla 9033, Santiago. WTD 2/8/63.

**GREECE**—Chemicals; materials for metal finishing industries; tanning materials. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

### 282 Plastics Materials, Synthetic Resins, Rubber

**GREECE**—Materials for plastics industry. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

**SOUTH AFRICA**—Acetate, butyrate, molding powders, acrylic sheets either cold cast or extruded; requests replies from manufacturers only on their sole export house. Exclusive agency for South Africa. W. K. Croxton (Pty.), Ltd. (manufacturer's agent), 18 Green St., Cape Town. WTD 3/13/62.

### 283 Drugs

**CHILE**—Glandular extracts, pharmaceutical drugs, fine and heavy chemical products, tensio-active chemical products, pharmaceutical chemical products, hormones, vitamins, antibiotics. Loebel Hnos., Ltda. (indent agent), 1070 Agustinas, Casilla 9033, Santiago. WTD 2/8/63.

**ENGLAND**—Ethical pharmaceuticals; requests replies from manufacturers only. Commission agency. Lautier Fils, Ltd. (manufacturer, importer, wholesaler, commission agent), Power Rd., London, W.4. WTD 1/25/63.

### 289 Chemical Products

**ENGLAND**—Essential oils; requests replies from manufacturers only. Commission agency. Lautier Fils, Ltd. (manufacturer, importer, wholesaler, commission agent), Power Rd., London, W.4. WTD 1/25/63.

### 301 Tires, Inner Tubes

**PAKISTAN**—Tires and tubes for motor vehicles. Yusuf Brothers (wholesaler, agent), Dost Bldg. (G.P.O. Box 506), M. A. Jinnah Rd., Chittagong. WTD 2/7/63.

### 307 Plastics Products

**SWITZERLAND**—Plastic containers for bottle transportation; requests replies from manufacturers only. J. Kuster, Vertretungen (importer, wholesaler), Schifflande 3, Basel. WTD 10/31/62.

### 322 Glass, Glassware

**SWITZERLAND**—Fiberglas containers for bottle transportation; requests replies from manufacturers only. J. Kuster, Vertretungen, (importer, wholesaler), Schifflande 3, Basel. WTD 10/31/62.

### 329 Abrasive, Asbestos, Nonmetallic Mineral Products

**PAKISTAN**—Asbestos sheets; requests replies from manufacturers only. Exclusive agency. Globe Trade Corp., Ltd. (exporter, manufacturer's agent), Ameejee Valeejee Bldg., Frere Rd., Karachi. WTD 8/21/62.

### 331 Steel Mill Products

**PAKISTAN**—Iron and steel; requests replies from manufacturers only. Exclusive agency. Globe Trade Corp., Ltd. (exporter, manufacturer's agent), Ameejee Valeejee Bldg., Frere Rd., Karachi. WTD 8/21/62.

Iron and steel products including sheets, bars, angles and pipes. Yusuf Brothers (wholesaler, agent), Dost Bldg., (G.P.O. Box 506), M. A. Jinnah Rd., Chittagong. WTD 2/7/63.

**PHILIPPINES**—Track spikes, 5/8" x 4½"; samples requested. Fedco Import & Export, Inc. (sales agent), 655-659 Echague, P.O. Box 260, Manila. WTD 5/31/60.

### 342 Cutlery, Hand Tools, General Hardware

**BELGIUM**—Padlocks, all kinds. Exclusive agency for Congo, Ruanda-Burundi. Armand Godeaux (agent), 64 avenue de Berchem St. Agathe, Brussels. WTD 6/20/62.

### 345 Screw Machine Products, Washers

**PHILIPPINES**—Spring washers for ¾" track bolts: samples requested. Fedco Import & Export, Inc. (sales agent), 655-659 Echague, P.O. Box 260, Manila. WTD 5/31/60.

### 352 Farm Machinery, Equipment

**CHILE**—Agricultural pumps, small type. Industrias Electricas Hess, May S.A. (importer, wholesaler, retailer), 425 Teatinos, Casilla 156-D, Santiago. WTD 2/11/63.

### 353 Construction Equipment

**JAPAN**—Road construction machinery, particularly concrete mixers and loading and unloading winches for distribution of road construction machinery. Mr. Yoshiyasu Goto, Executive Director, Goto Machinery Manufacturing Co., Ltd. (manufacturer), Nagoya.

### 355 Special Industry Machinery

**CHILE**—Textile machinery, particularly knitting machines, for home industries. Industrias Electricas Hess, May S.A. (importer, wholesaler, retailer), 425 Teatinos, Casilla 156-D, Santiago. WTD 2/11/63.

**ENGLAND**—Steel typewriter type, accounting machine type, steel type for all machines requiring printed output; requests replies from manufacturers only. Gordon Webb & Co., Ltd. (manufacturer), Ave. Chambers, Vernon Place, Southampton Row, London, W.C.1. WTD 1/18/63.

Machinery for production of printed circuits such as etching, brushwashing, printing. Allied International Co., Ltd. (importer, sales agent), 59 Union St., London, S.E.1. WTD 4/19/62.

**GREECE**—Machinery for canning, plastics, textile, and foodstuffs industries. N. Arghyriou-P. Panayotopoulos (importer, wholesaler, agent), 2 Vassilikis St., Athens 123. WTD 2/4/63.

**SWITZERLAND**—Machinery and equipment for the beverage industries, primarily bottle handling, bottle packing and unpacking machinery, pallets equipment, conveying belts; technological specialties in the beverage packing field; requests replies from manufacturers only. J. Kuster, Vertretungen, (importer, wholesaler), Schiffiande 3, Basel. WTD 10/31/62.

### 357 Office Machines

**PHILIPPINES**—Office machines such as adding machines, calculators. Aboitiz Marketing Corp. (importer, distributor), 246-250 Legaspi St., P.O. Box 321, Cebu City, Cebu. WTD 10/25/62.

### 358 Service Industry Machinery

**JAPAN**—Gasoline station equipment, such as grease guns and dispensing and measuring pumps; requests replies from manufacturers only with catalogs and price quotations. Omori Trading Co. (importer, exporter), 1-8 Sugawara-cho, Naka-ku, Nagoya.

**SPAIN**—Industrial air conditioning equipment for special operations, particularly for removal of following air impurities: very fine dust such as carbon black, aluminum powder, fine flour; and cement dust; requests replies from manufacturers only. Arnold Flachs (commission agent), Avda. Generalissimo Franco 360, Barcelona 13.

### 362 Electrical Industrial Apparatus

**NORWAY**—Servomechanisms for engine room installations on board diesel and turbine propelled ships; requests replies from manufacturers only. Marine-Teknisk A/S (importer, wholesaler and manufacturer's agent), 1 Welhavensgate, Oslo. WTD 2/4/63.

### 365 Radios, Phonograph Records

**DENMARK**—Phonograph records, jazz and popular music; requests replies from manufacturers only. Unisales (agency), Kongestien 28, Virum. WTD 10/2/62.

### 366 Communication Equipment

**CHILE**—Communications equipment, microwave, radio. Industrias Electricas Hess, May S.A. (importer, wholesaler, retailer), 425 Teatinos, Casilla 156-D, Santiago. WTD 2/11/63.

**SAUDI ARABIA**—Audio equipment for both household and professional use; requests replies from manufacturers only. Exclusive agency. A. Rajab & A. Silsilah (importing distributor, wholesaler, retailer), P.O. Box 203, Jidda. WTD 7/28/62.

### 371 Motor Vehicles, Equipment

**JAPAN**—Gasoline station equipment; requests replies from manufacturers only with catalogues and price quotations. Omori Trading Co. (importer, exporter), 1-8 Sugawara-cho, Naka-ku, Nagoya.

**PHILIPPINES** — Replacement parts for trucks and cars such as springs, gaskets. Aboitiz Marketing Corp. (importer, distributor), 246-250 Legaspi St., P.O. Box 321, Cebu City, Cebu. WTD 10/25/62.

### 372 Aircraft, Parts

**MEXICO**—Helicopters, preferably with capacity of 200 pounds and 2 passengers. Sr. Patricio Milmo Hernandez (aircraft and accessories representations, and fumigations), Rio Lerma 104, Colonia Miravalle, Monterey, Nuevo Léon. WTD 5/8/62.

**SPAIN**—Aviation parts and supplies; requests replies from manufacturers only. Construcciones Electro-Mecanicas Especiales, S.A. (agent-manufacturer), Cardenal Belluga 6, Madrid.

### 381 Engineering, Laboratory, Scientific Instruments

**AUSTRALIA**—Combined course computer and automatic steering mechanism for ships; requests replies from manufacturers only. National Instrument Co., Pty. Ltd. (manufacturer, importer, agent), 1 Sydney St., Marrickville, N.S.W. WTD 2/15/62.

### 394 Toys

**AUSTRALIA**—Better class of educational, instructional toys. Warren Smith Pty., Ltd. (importer), 176 Railway Parade, Leederville, nr. Perth. WTD 10/30/62.

### 399 Manufacturing Industrial Products

**SAUDI ARABIA**—Audio equipment such as record brushes, cleaners, protective covers; (requests replies from manufacturers only). Exclusive agency. A. Rajab & A. Silsilah (importing distributor, wholesaler, retailer), P.O. Box 203, Jidda. WTD 7/28/62.

**TRINIDAD**—Canine supplies and accessories. D. M. Walsh, Son & Co. (commission merchant, general agent), 16 Frederick St., Apt. 38, 2nd Floor, Port of Spain. WTD 5/23/62.

## Leads for Importers

*Commodities are offered direct unless specified.*

### 019 Commercial Farm Products

**MEXICO** — Shelled and unshelled almonds, shelled and unshelled filberts (hazelnuts), shelled and unshelled walnuts, shelled pine kernels, saffron, aniseed, cumminseed, shelled and unshelled pumpkin seeds, dehydrated lucerne meal, integral kibbled caroubs. Mexican Foreign Trade, S.A., Avenida Juarez No. 30, Mexico 1, D.F. WTD 11/10/60.

### 201 Meat Products

**ARGENTINA**—Penguins, whole animals sent frozen in refrigerated ships. Boker & Cia., C.I. y F., S.A., Moreno 437, Buenos Aires. WTD 3/27/62.

### 206 Sugar

**MAURITIUS**—Molasses. Gujadhur (Mauritius), Ltd., P.O. Box 518, Port Louis, Mauritius. WTD 2/4/63.

### 207 Confectionery, Related Products

**BELGIUM**—Filled chocolates and confectionery items of high quality. Maurice Vermorgen, 293 Sint Bernardsesteenweg, Hoboken near Antwerp. WTD 2/13/63.

### 231 Men's, Boys' Suits, Coats

**HONG KONG**—Custom tailored garments for gentlemen. Tung Sun & Co., Ltd., No. 48 Queens Rd., Central Hong Kong. WTD 3/17/59.

### 232 Men's, Boys' Furnishings

**SWEDEN**—Men's and boys' shirts. Linkopings Linnefabriks AB, Platensgatan 26, Linkoping. WTD 12/13/62.

### 233 Women's Outerwear

**HONG KONG** — Custom tailored garments for ladies. Tung Sun & Co., Ltd., No. 48 Queens Rd., Central Hong Kong. WTD 3/17/59.

### 234 Women's Undergarments

**CANADA**—Brassieres, girdles, corselettes, lingerie. The E. T. Corset Co., Ltd., 1435 St. Alexander St., Suite 1280, Montreal 2, Quebec. WTD 2/21/63.

### 242 Sawmill Products

**FRANCE**—Readymade wood panels for flooring (oak, walnut, mahogany), mosaic type. Deluxe articles, durable and highly decorative, designed for prompt and easy installation and gluing on floors, concrete subfloors, and other surfaces. WTD 2/21/63. For photographs and descriptive pamphlets write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 251 Household Furniture

**SPAIN**—Luxury upholstered furniture. Manuel Carreras, Calle Espronceda 4, Madrid. WTD 1/18/63.

### 323 Glass Products

**FRANCE**—Manufacturers of glass and glassware—hollow glassware for table and decoration; electric lighting glassware; vases; thermos vacuum bottles; signal glassware; laboratory and industrial glass-

ware—wish to sell their products in the western and southern U.S., preferably through agents. Domec Cie. (Verreries), 11 rue Eugene-Delacroix, Bordeaux, Gironde. WTD 2/15/63.

### 346 Metal Stampings

**BELGIUM**—A modern vacuum-forming machine. Characteristics are rapid operation, automatic or nonautomatic, especially designed to handle thermoplastic sheeting and foils. The technique is a combination of deepdrawing and mechanical stretching and blowing. Easy handling possible even by unskilled labor. Prewarming chambers and descending plungers can be added if desired. Werkhuizen J. Van de Poel, P. V. B. A., 48 J. Posenaersstraat, Borgerhout-Antwerp. WTD 2/11/63. For photograph write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 349 Fabricated Metal Products

**GERMANY**—Garden valves and fittings, lawn sprinklers. August Beul, Armaturenfabrik u. Metallgiesserei, Postfach 149, 5952 Attendorn/W. WTD 2/21/63. For pamphlets write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 354 Metalworking Machinery

**DENMARK**—"EFCE" metal bandsaw blades. A. B. C. Hansen Comp. A/S, Copenhagen V. Vesterbrogade 1. WTD 9/20/60. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 355 Special Industry Machinery

**GERMANY**—Tanning and leather processing machines and accessories. Dress & Co. GmbH., Postfach 43, 476 Werl/Westfalen. WTD 2/19/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 362 Electrical Industrial Apparatus

**GERMANY**—Industrial armatures and accessories. August Beul, Armaturenfabrik u. Metallgiesserei, Postfach 149, 5952 Attendorn/W. WTD 2/21/63. For brochure write to Commercial Intelligence Division, BIC, Rm. 1310, Department of Commerce, Washington 25, D.C.

### 364 Electrical Lighting, Wiring Equipment

**GERMANY**—Modern, high-quality lighting fixtures. Staff & Schwarz GmbH., 35-39 Leopoldstrasse, 492 Lemgo. WTD 2/20/63.

### 391 Jewelry, Silverware, Plated Ware

**INDIA**—Precious and semiprecious stones—emeralds, rubies, sapphires. Cosmopolitan Trading Corp., Post Box 27, Johari Bazar, Jaipur City. WTD 11/7/58.

### 394 Athletic Equipment

**FRANCE**—Camping equipment, mainly tents of all types and sizes, including deluxe high-wall tents with kitchen commodities; sideroom umbrella-tents; lean-to tents. Also sleeping-bags and miscellaneous camping accessories. Approximately 15,000 tents available annually. Société Anonyme M.N.C. ("La Prairie"), 33 avenue de Montbron, l'Isle d'Espagnac, Charente. WTD 2/13/62. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

### 599 Retail Stores

**FRANCE**—"Gourdes Basques" (leather-flask, with tasteless rubber inner lining, suitable for wine, water, etc.), net content 1-2 liters. Also seaman's tie-top carryall duffle bags (pegamoid or cotton); leather belts. Casimir Casenave, 47 rue du XIV Juillet, Pau, Basses-Pyrenees. WTD 2/26/63. For leaflet write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

**SWEDEN**—Mopeds, bicycles (trade marks CRESCENT and MONARK), lawn mowers, outboard motors, power saws, boats. Nymanbolagen AB, St: Persgatan 28-30, Uppsala. WTD 1/14/63.

**VIET-NAM**—Monkeys. Ets. Dong Thuan, 89 Ton That Dam, Saigon. WTD 2/18/63.

## Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated.*

**ARGENTINA**—Jack Sabá y Naón, Billinghurst 2524, 6º Piso, Buenos Aires, interested in **insurance agency** and requesting technical information on operation of **U.S. insurance companies and insurance underwriters.** End of February for 45 days; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y.

**AUSTRALIA**—Ian S. Thomas, representing Johnson and Phillips Pty. Ltd. (electrical manufacturers and wholesalers), Epsom Road, Liverpool, N.S.W., interested in obtaining agencies for **electrical engineering products, electric merchandise products, and engineering products.** March 10 via Honolulu and San Francisco for 10 days; c/o Clerk Controller Co., 1146 East 152nd St., Cleveland 10. Itinerary: Cleveland, New York.

**KUWAIT**—Kuwait Transport Co. Mission to U.S. interested in visiting manufacturers of **automotive (bus) and garage equipment** and conferring with **transport management consultants.** Arriving March 21 via New York for 1 week; Kuwait Consulate General, New York, N.Y.

**LEBANON**—Kamil Y. Bassila, representing Plan Enterprises, P.O. Box 4532, Mamary Street, Sabbah Building, Beirut, interested in **building materials, mainly paints;** and establishing connections with U.S. concerns interested in **engineering and contracting enterprises** abroad. March 4 for 1 month. c/o Dr. Rosalie Nemir Audeh, 7 Monroe Pl., Brooklyn, N.Y. Itinerary: New York, Newark, Houston.

**THE NETHERLANDS**—E. Janssen and H. Janssen, representing Egridius Janssen N. V., 58 Spoorstraat, Tegelen, interested in **licensing arrangements** with U.S. firms and **export** of firm's products to U.S. March 15. c/o M. L. de Lange, 99-60 63rd Rd., Rego-Park 74, New York.

**SWEDEN**—Knut Hedberg, representing Aktiebolaget Texan, 8 Hyregatan, Malmo C, interested in **metal, plastic, rubber hoses and hose fittings.** March 11 for 3 weeks. Sheraton Atlantic Hotel, Broadway at 34th St., New York, N.Y. (March 11-12 and March 25-30); Knickerbocker Hotel, 163 E. Walton St., Chicago (March 18-20). Itinerary: New York and Chicago.

**VIET-NAM**—Bui Trac, representing Saigon Blanket and Wool Manufacturing Co., Ltd., 100 duong Nguyen Van Thinh, Saigon, interested in purchasing **blanket manufacturing machinery** for expansion of his factory. March 16 San Francisco for 2 weeks; c/o Polar Bldg. Co., 15 W. 48th St., New York 20, N.Y. Itinerary: San Francisco, Los Angeles, Washington, New York.

## New Trade Lists

*Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.*

*Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.*

*The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.*

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Honduras, February.
Chemical Importers and Dealers—Japan.
Metallurgical and Metal Working Plants—Thailand.
Printers, Lithographers, Engravers and Publishers—Hong Kong.
Textile Industry—Pakistan.

## Iran asks bids to supply cellophane, tape paper

The Iranian Tobacco Monopoly, Tehran, is inviting bids for 1,500 bobbins cellophane 33 grams a square meter, 115-mm. wide, for use on Molins Hinge Lid Packaging Machine and for 800 coils red colored lifting tape paper, 60 grams a square meter, in accordance with samples and specifications. Bid deadline is April 16.

Copies of specifications, including bidding instructions and samples, are available for examination in the Forest Products Division, BDSA, Room 4003, Department of Commerce, Washington 25, D.C. (WO 7-3003.)

## Pakistan needs equipment for locomotive shed

The Government of West Pakistan, Railway Board, is inviting quotations for supply of the following equipment for diesel-electric locomotive shed, Lahore: Air compressor, muffle furnace, nalcometer, kinematic viscometer Zeitfuchs Visbath, 6-unit silver corrosion test apparatus, precision time, Cleveland flash point tester, precision dow duel recordomatic, gravitometer, fuel injection nozzle test stand.

Tender documents including instructions, forms, schedule of requirements, and conditions of contract can be obtained for $5.25 from the Office of the Secretary, Railway Board, Government of West Pakistan, P. W. Railway Headquarters, Empress Road, Lahore, West Pakistan.

Closing date for bids under tender PD-63/PMP/3/TDR is April 13. One set of tender documents is available for study at the Consulate General of Pakistan, 12 East 65th St., New York 21, N.Y.

## Philippines asks bids for hydroelectric project

Bid deadline is April 30 for Unit 3 of the Maria Cristina Falls hydroelectric plant at Iligan City, the Philippines (International Commerce, February 4, p. 39).

One set of specifications is available in the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D. C. (WO 7-4242.)

## Canada announces addenda to Portage Mountain Dam

The British Columbia Hydro & Power Authority announced addenda 2 and 3 to the tender documents for the Portage Mountain Dam project, Contract 10 (International Commerce, Jan. 28, p. 27.)

One copy of specifications is available for review only in Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D. C. (WO 7-4242.)

## Oil line booster pumping station planned in Iraq

The Government Oil Refineries Administration, Baghdad, Iraq, is inviting tenders for the supply and erection of a booster pumping station, complete with all utilities and ancillary work, at Wadi Tharthar near Samarra on the 12″ pipeline from K2 to Daura Refinery. The new station is required to boost the pipeline capacity from 44,600 to 56,000 b.p.d. of Kirkuk Crude Oil.

Bid deadline is April 30. Tender documents may be inspected at the Embassy of Iraq, 1801 P St., NW., Washington 6, D. C., or at the Office of the Consulting Engineers, Ewbank and Partners, Ltd., 10/11 Grovesnor Pl., London, S. W. 1. Firms may purchase three sets of the tender documents at the Administration or the above mentioned offices for $70.

A copy of the documents may be obtained on a short term loan basis from the General Industrial Equipment and Components Division, BDSA, Room 4022, Department of Commerce, Washington 25, D. C. (WO 7-5589.)

## AID rupee loans to assist U.S. affiliates in India

The Agency for International Development announced three loans totaling 6,035,000 Indian repuees ($1,276,000) to help finance business enterprises in India affiliated with U. S. firms.

The loans, made from rupees received from the sale of U.S. agricultural commodities to India, are as follows:

1. McNally-Bird Engineering, Ltd., of Calcutta, 5 million rupees ($1,058,000) to finance construction of a plant at Kumardhubi, India, to manufacture and sell coal washeries and allied equipment in India. McNally-Bird is a joint venture of McNally-Pittsburg Manufacturing Co., of Pittsburg, Kansas, which has been manufacturing coal washing equipment in the United States for 70 years, and Bird & Co., of Calcutta, an English firm which is managing agent in India for a number of mining companies. The U. S. partner company controls 60% of the new Indian enterprise and the Bird company 40%.

2. Victor Gasket India, Pvt., Ltd., 750,000 rupees ($157,500) to assist in financing the local currency costs of a plant and facilities to manufacture gaskets in Bombay. Fifty-five percent of the new firm's stock is or will be owned by Victor Manufacturing and Gasket Co. of Chicago. The principal Indian stockholder will be Dharm Chand Anand, a New Delhi firm which has assembled automobiles and truck bodies for about 25 years. Anand is also affiliated with Gabriel of Detroit in manufacturing automotive shock absorbers.

3. Harig-Malik Manufacturing Co. Private, Ltd., of New Delhi, India, 285,000 rupees ($60,000) to produce tools, dies, fixtures, and gages, and to do general tool manufacturing and engineering for Indian industries. Harig Manufacturing Corp. of Chicago and two of its officers have a 50% interest in the Indian enterprise. K. S. Malik, a semiretired New Delhi businessman, has the other 50%.

## Zaandam, the Netherlands, offers factory sites

The City of Zaandam, about 10 miles north of Amsterdam, has 145 acres of industrial sites available for manufacturing facilities. Most of these sites are accessible to oceangoing ships and have good road and railroad connections.

Interested manufacturers may obtain additional information from the Information Department of Zaandam, Ged. Gracht 79, Zaandam.

## East Pakistan to buy tug and barge crane

East Pakistan Inland Water Transport Authority, DIT Building, 3rd Floor, Motijheel, Dacca 2, East Pakistan, invites bids on a salvage tug about 76′ long, 19′ wide. Draft is not to exceed 5′ in fresh water. Main engines are to be 2 turbocharged diesels of 315 hp. each. The crane must have a 40-ton main hook and a 5-ton light hook all mounted on a nonpropelled barge 110′3″ long, 54′ wide with 3′ draft.

Bid deadline is April 22. Copies of specifications are available from Embassy of Pakistan, 2201 "R" St., Washington, D.C., (AD 4-6231).

## Heavy duty embossing press needed by Ceylon firm

Aitken Spence & Co., Ltd., 315 Vauxhall St., Colombo 2, Ceylon, urgently needs a heavy-duty fully automatic cutting, creasing, and embossing press to take in 22″x30″ board .012″ to .2″ thick. The firm would like quotations, descriptive literature, and firm delivery rates.

The Development Division of the Ministry of Industries has approved importation of this equipment.

A WTD dated 6/18/62 is available from the Commercial Intelligence Division, Department of Commerce, Washington 25, D.C.

## Buyers wanted for lumber available in W. New Guinea

West New Guinea seeks buyers for 1,168 m.b.f. (thousand board feet) of Itsia lumber, valued at $205 per m., and 340 m.b.f. of Matoa lumber at approximately $140 per m. The lumber is owned by the Government.

Interested companies may contact George J. Janecek, Executive Secretary, U.N. Temporary Executive Authority, Hollandia, West New Guinea (West Irian), for further information.

**The Superintendent of Documents at the U.S. Government Printing Office, who handles our circulation affairs, will send you only TWO notices when your subscription is about to expire.**

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**RENEW—When you get the first notice.**

# New Books and Reports

***Produccion y Venta.* Published by Colombian Manufacturers Association. Bogota, 1963. 193 pp. Illus. No charge.**

This report, available in Spanish only, is a fairly complete inventory of the production and sales records of major Colombian industries. Each discussion of an industry is accompanied with excellent illustrations of its installations and equipment.

Businessmen considering an investment in Colombia will find this report particularly interesting.

Copies are available through ANDI: Carrera 10 No. 14-33, Banco de Bogota, Bogota, Colombia.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

**Basic Data on the Economy of Viet-Nam.** OBR 63-5. 21pp. Describes the structure of the economy, agriculture, mining, industry, power, transportation and communications, finance, foreign trade, commercial policy, economic development program and marketing techniques in this Southeast Asian country.

**Basic Data on the Economy of The Islamic Republic of Mauritania.** OBR 63-6. 14pp. Covers the same general categories as the booklet on Viet-Nam, mentioned above.

**Living Conditions in Australia.** OBR 63-11. 10pp. Lists the entrance requirements for U.S. citizens, customs procedures and treatment, export and reexport regulations, housing facilities and cost, foods available and their cost, clothing costs, supplies and services, personal taxes, health conditions and medical facilities, churches, schools, recreation facilities, local transportation, communication facilities, utilities, and treaty rights applicable to resident Americans.

**Investment Factors In Iran.** OBR 63-15. 6pp. Answers 42 questions on prospects for private U.S. investment, Government controls over industry, screening of investment proposals, taxation, financial facilities and labor.

**Basic Data on The Economy of Cyprus.** OBR 63-16. 14pp. Covers the same general categories as the reports on Viet-Nam and Mauritania, mentioned above.

**Living Conditions in Guatemala.** OBR 63-20. 11pp. Lists the entrance and residence requirements for U.S. citizens, customs procedures, export and reexport regulations, foreign exchange regulations, the cost of living index, health conditions, medical services, institutions, transportation, communications and utilities.

**Living Conditions in Ecuador.** OBR 63-21. 10pp. Contains the same general categories of information as the reports on Australia and Guatemala, mentioned above.

**Import Tariff System of Belgium, Netherlands, and Luxembourg,** OBR 63-25. 3pp. Describes the Benelux Customs Tariff; units of currency, weight, and measure; bases of ad valorem and specific duties; method of duty payment; differential duties; sales and other internal taxes; and consular documents and fees.

**Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.**

**Establishing a Business in Thailand.** OBR 63-27. 10pp. Explains the Government on investment, the Treaty of Friendship, Commerce and Navigation with the U.S., the regulations on entry and repatriation of capital, the investment guaranty agreement administered by AID, tariff and trade concessions, types and rules of business organization, industrial property protection, regulations affecting employment, taxation, and miscellaneous business expenses which may arise.

**Preparing Shipments to Denmark.** OBR 63-30. 7pp. Lists the various types of shipping documents required; regulations for shipping by mail; prohibitions; rules on advertising matter and articles for reexport; labeling, packing and marking requirements; entry, transit and warehousing regulations; free ports and zones; regulations regarding abandoned and reexported goods; and Danish customs procedures.

**Brazil's Licensing and Exchange Controls.** OBR 63-31. 11pp. Deals with the legal basis and administration of foreign exchange regulations, exchange convertibility, exchange categories, import exchange controls, import licensing, temporary entry regulations, guides to the U.S. exporter, Brazil's export controls and licensing, and U.S. controls over trade with Brazil.

**Import Tariff System of the Fiji Islands.** OBR 63-39. 2pp. Contains the same general information as the report on the import tariff system of Belgium, Netherlands, and Luxembourg, mentioned above.

**Import Tariff System of Cambodia.** OBR 63-48. 2pp. Contains the same general information as the above reports on the import tariff systems of the Benelux countries and the Fiji Islands.

***Index to the Patent Abstract Series, Government - Owned Inventions Available for License.* By the Office of Technical Services, U.S. Dept. of Commerce. Washington, 1963. 200pp. $2.50.**

A new index to approximately 20,000 government owned patents, in a wide range of fields from food to fabricated metal products is now available to industry and the public. These patents may be used at no cost on a non-exclusive basis.

Patents in the 200-page publication, "Index To The Patent Abstract Series," are arranged by groups and include such listings as: food and kindred products made from fabrics, lumber and wood products (except furniture), furniture and fixtures, paper and allied products, rubber and miscellaneous plastics products, fabricated metal products (except equipment) and retail trade—general merchandise.

Government-owned patents may be licensed on a non-exclusive, non-royalty basis by any firm or individual. A number of companies are using the patents to manufacture products or have developed the Government invention into a saleable, commercial item.

Under the 22 major group headings, there are sub-group PB numbers which refer to OTS publications entitled *Patent Abstract Series.* These series are listed on the inside front cover of the index and may be obtained from OTS at nominal cost. Following the sub-group headings are individual patents with the related PB number and title. The latter number is the number of a specific abstract in the *Patent Abstract Series.*

The publication (PB 181 421) may be ordered from OTS, U.S. Department of Commerce, Washington 25, D.C.



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# Calendar *for international traders*

### March

**18-22**—Fourteenth Annual Institute on Foreign Transportation and Port Operations. **New Orleans, La.** Sponsor: Tulane University School of Business Administration.

**19**—First of 6 weekly "Seminars on Principles and Techniques in Exporting," for firms or executives new to the field. La Salle Hotel, **Chicago, Ill.** Sponsor: International Trade Club of Chicago.

**19**—"Mechanics In Exporting" Seminar (first of 5 weekly sessions). **Laurel Mountain, Pa.** Sponsors: U.S. Dept. of Commerce and others.

**19**—Annual Rhode Island World Trade Conference, Colony Motor Hotel, **Cranston, R.I.** Sponsors: World Trade Club of Greater Providence Chamber of Commerce; and others.

**19**—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.** Speaker: Dr. Jack Behrman, Asst. Secy. of Commerce for Domestic and International Business.

**19**—Profits In Export Conference, St. George Hotel, **Brooklyn, N.Y.** Sponsors: New York Regional Export Expansion Council; Port of New York Authority; U.S. Dept. of Commerce.

**19**—Memphis World Trade Club Meeting, Hotel Claridge, **Memphis, Tenn.**

**19**—First Session of 6-week Seminar on Principles and Techniques of Exporting, sponsored by the International Trade Club of Chicago. La-Salle Hotel, **Chicago, Ill.**

**19**—Monthly Luncheon Meeting of the Foreign Trade Bureau of the Cedar Rapids Chamber of Commerce. Roosevelt Hotel, **Cedar Rapids, Iowa.**

**20**—Export Procedure Course (1st of 4 weekly meetings), **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce Kansas City Field Office.

**20**—National Lumber Exporters Assn. Convention, **New Orleans, La.**

**21-22**—3rd Annual Washington Conference on Business-Government Relations in Marketing. Shoreham Hotel, **Washington, D.C.** Theme: Partners in Marketing in the Free World. Sponsor: The American University.

**22**—Export Expansion Workshop, Clarksville-Montgomery County Chamber of Commerce, **Clarksville, Tenn.**

**25**—Foreign Credit Insurance Workshop. Insurance Company of North America Auditorium, **Philadelphia, Pa.** Sponsors: American Institute of Marine Underwriters, Delaware Valley FCIA, Philadelphia Foreign Traders Assn., Philadelphia REEC.

**26**—Export Expansion Seminar, **DeKalb, Ill.** Sponsors: Northern Illinois U. and the Dept. of Commerce Chicago Field Office.

**26**—World Trade Council Monthly Export Counseling Conference. **Pittsburgh, Pa.**

**26**—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

**26-27**—46th. Annual Convention of the International Executives Assn. Hotel Statler Hilton, **New York, N.Y.** Theme: "Managing and Marketing to Match Tomorrow-New Trends and Techniques in International Business."

**28**—World Trade Club of **St. Louis, Mo.** Dinner Meeting, Cheshire Inn. Co-sponsor: St. Louis Foreign Credit Chapter.

**28**—Meeting of **Bossier City, La.** Rotary Club. Subject: "How the U.S. Dept. of Commerce Serves Business in International Trade."

**29**—Annual Convention of the Advertising Federation of America, **Chicago, Ill.** Speaker: Draper Daniels, National Export Expansion Coordinator.

**30-April 6**—Rocky Mountain Conf. on Latin America, **Albuquerque, N.M.** Sponsor: U. of New Mexico, New Mexico REEC, Dept. of Commerce Albuquerque Field Office.

### April

**2**—Seminar on Trade Prospects with the European Common Market, Univ. of Southern Mississippi, **Hattiesburg, Miss.** Sponsors: Regional Export Expansion Council and U.S. Dept. of Commerce.

**3-4**—Export Trade Institute, **Iowa City, Iowa.** Sponsors: University of Iowa, Small Business Administration and U.S. Dept. of Commerce.

**4**—FCIA Conference, **New York, N.Y.** Speaker: Pres. H. G. Sheehy of FCIA. Sponsor: Packaging Machinery Manufacturers Inst.

**4**—Annual World Trade Conference. Pick-Carter Hotel, **Cleveland, Ohio.** Sponsors: Cleveland Chamber of Commerce and Cleveland World Trade Assn.

**4-6**—Society for International Development's 5th World Conference. **New York, N.Y.** Theme: "What Makes Development Happen?"

**8-9**—Conference on the European Common Market: Doing Business in Europe. Lisner Auditorium, George Washington Univ., **Washington, D.C.** Sponsors: The Common Market Reporter and George Washington Univ.

**9**—Monthly meeting, Automotive Exporters Club. **Chicago, Ill.**

**10**—Minnesota World Trade Assn. Monthly Dinner Meeting. Minneapolis Athletic Club, **Minneapolis, Minn.**

**15-16**—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

**17**—Export Expansion Workshop, Hotel Paten, **Chattanooga, Tenn.** Sponsors: Atlanta Regional Export Expansion Council, Chattanooga Manufacturers Assn.

**17**—Northwest Arkansas Export Expansion Conference, John Brown University, **Siloam Springs, Ark.**

**22**—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

**23**—Export Seminar, **Janesville, Wis.** Sponsors: Janesville Chamber of Commerce and U.S. Dept. of Commerce.

**24**—World Trade Club of **St. Louis, Mo.**: Port of New Orleans Night. Le Chateau Inn.

**24**—Profits in Exports Conference, Country House, **Syracuse, N.Y.** Sponsors: U.S. Dept. of Commerce and others.

**25**—Indiana Trade Expansion Workshop on Exports, **Indianapolis, Ind.** Sponsors: Indianapolis Chamber of Commerce and U.S. Dept. of Commerce.

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